Board of Trade Journal

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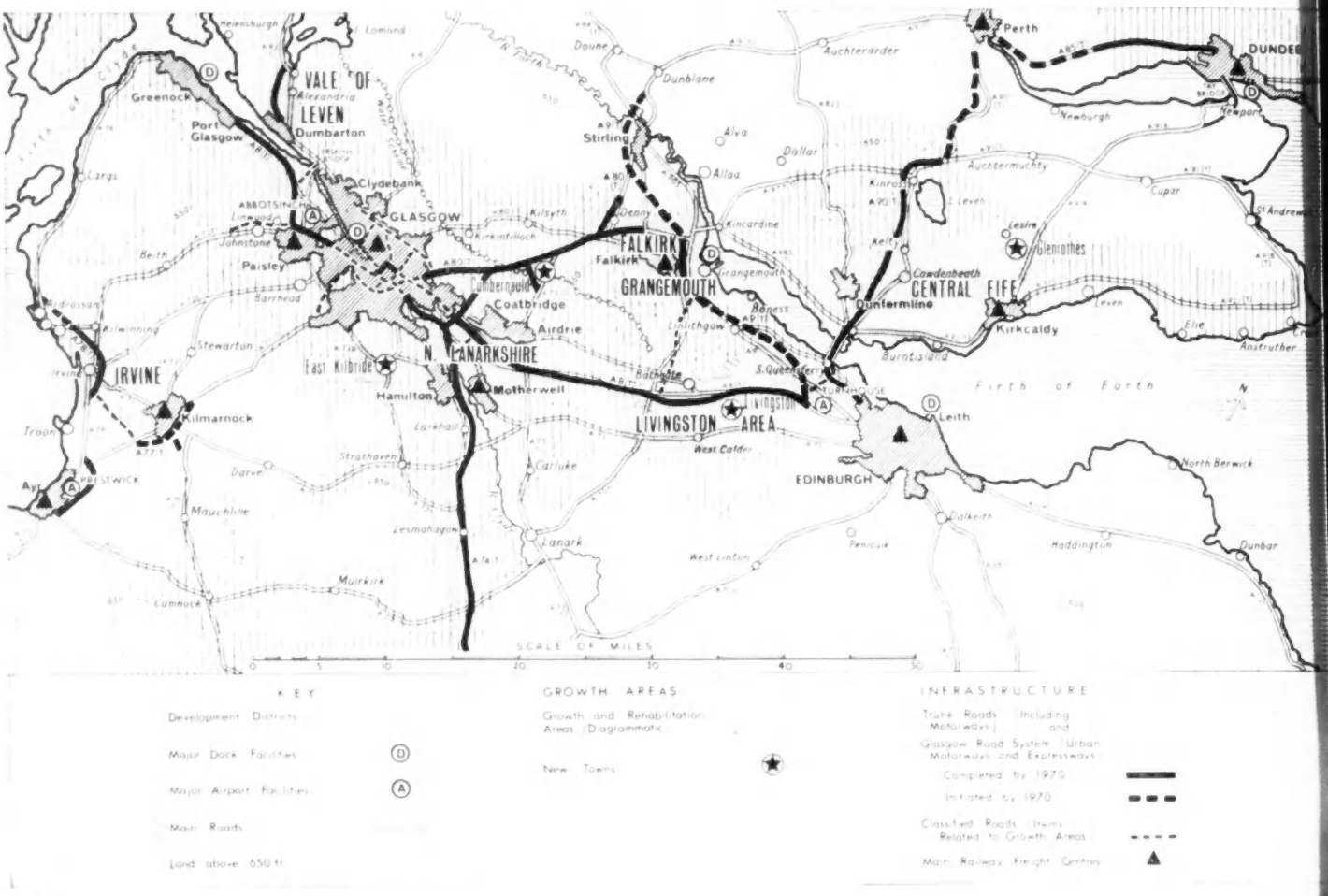
CENTRAL SCOTLAND



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STATISTICS

The economy: selected indicators 505
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EXHIBITIONS AND FAIRS

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European trade fairs and exhibitions 516

OVERSEAS TRADE AND EXPORTS

Emphasis on exports. The firm which powered a thousand (and one) ships 521
Information for exporters 523

TRADE AND FINANCIAL ARRANGEMENTS

Tunisia and Hungary. Tunisia and Ethiopia. Tunisia and the Congo Republic (Leopoldville). Tunisia and Libya. Turkey and East Germany. British commercial representatives overseas. Republic of Ireland – Copyright Act . . 531

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Argentina: Modifications to import lists 535
Australia: Decisions on tariff classifications. Tariff Board inquiries. Further Tariff Board inquiries. Details of tariff changes 532
Barbados: Exemptions from import duty 536
Belgo-Luxembourg Economic Union: Import duty tariff quotas . 538
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British Guiana: Customs tariff amendments 536
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Iceland: Liberalization of imports 536
Jamaica: Customs tariff changes 536
Kuwait: New agency law 539
Malaysia (Singapore): Import restrictions 544
Malaysia (The States of Malaya): Pioneer Industries Ordinance, 1958 544
Sierra Leone: Revised customs tariff 540
Somali, Republic of: Commercial representatives 539
South Africa, Republic of: Customs tariff applications . . 539
Spain: Opening of global quotas 538
Syria: Prohibited imports 539
United States: New legislation affecting imports of metal scrap . 535
Index to statistics published regularly 544

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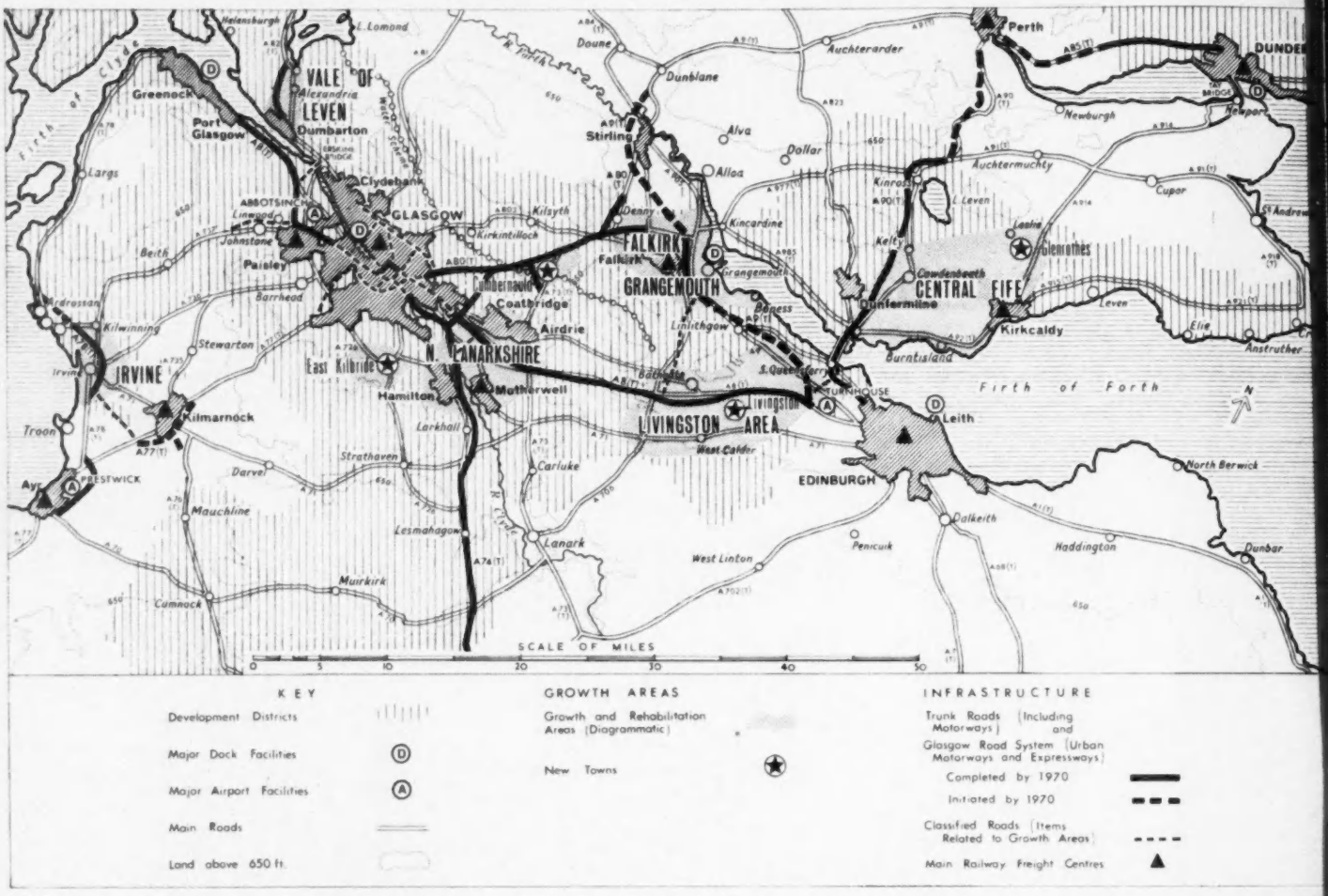

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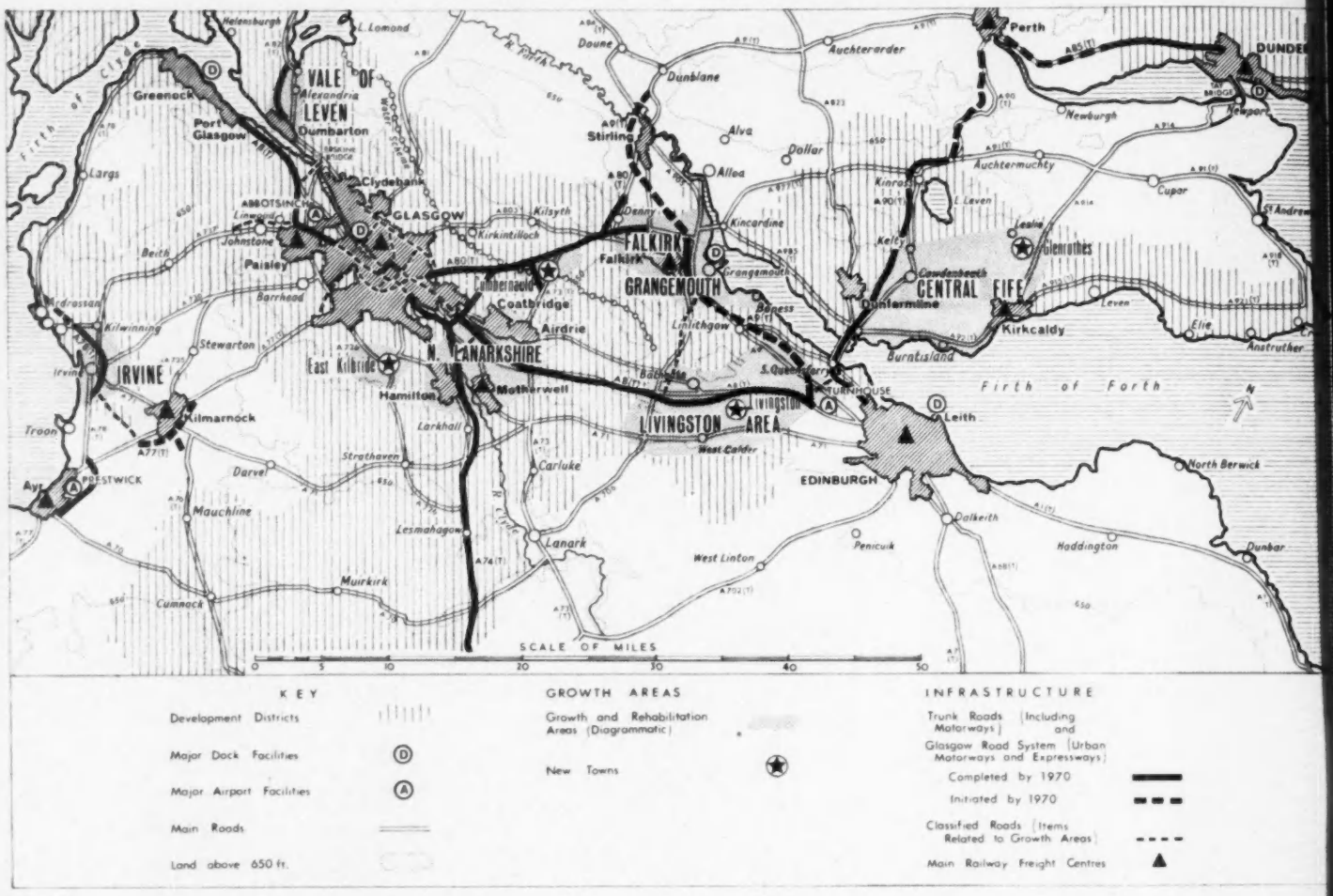

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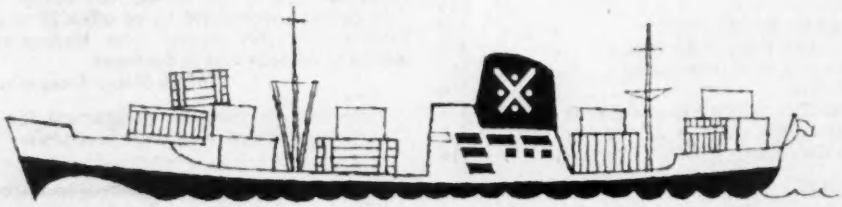

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INDUSTRY AND THE DEVELOPMENT DISTRICTS (4)

Scotland on the move

BY C. J. A. WHITEHOUSE, CONTROLLER, OFFICE FOR SCOTLAND, BOARD OF TRADE

The introductory article to this series was published on August 7, that on Northern Ireland on August 11 and that on the North-west on August 28. Other articles will cover the North-east, the South-west and Wales.

"THESE DAYS it is difficult to travel about Scotland without being made aware of the tremendous amount of activity that is going on in the construction industries. New roads, bridges and housing developments seem to be springing up all over the country." So wrote a Property Correspondent recently in a leading Scottish newspaper.

It is easy to endorse this. No-one who has lived in Scotland for the past few years can be unaware of the changing face of Scotland.

The figures of activity in the constructional supply industry bear witness to the fact that deliveries of cement, bricks and other materials have been at record levels this summer. A number of substantial new firms have been moving rapidly into the field of building prefabrication.

Activity in the constructional industries is almost always a sign of other changes. In this article I want to outline some of the positive aspects of change that are going on in Scotland today. History may not be, as Henry Ford said, 'Bunk' but industry is primarily interested in the future.

What then are the significant positive changes taking place in Scotland now? Four stand out:

(i) Government and local authority measures are being laid on the basis that Scotland's industrial role can and must be more closely keyed to the United Kingdom's need for more resources. The Scots have played a leading part in putting forward this new concept of regional and local growth. The Government and the National Economic Development Council have endorsed the new direction of thought and Central Scotland with North-east England has been singled out for priority in the evolution of a programme of regional development. A programme for Central Scotland (Cmd. 2188) has been published and the existing machinery of Government is more fully developed in Scotland than in any other part of Great Britain to implement this new trend in thinking.

(ii) The rate of industrial development in Scotland in the last eighteen months has grown sharply, and there are signs that in those parts of Britain where industrial resources are strained manufacturers are taking a longer term view of the need to develop the considerable spare resources of manpower and womanpower still available in Scotland.

(iii) A co-ordinated framework of infrastructure support for industry has been devised for the central Scotland industrial belt and is now being worked out. The communications aspect of this new framework are particularly impressive. Similar studies to find the right framework for development for the four other main parts of Scotland – the Highlands, the North-east, the South-west and the Borders – are being pressed ahead by the government.

(iv) Urban modernization is gathering pace.

Scotland's industrial role

Scotland today has a two-fold industrial role. By history and size it is one of the most important industrial areas in the United Kingdom. Although precise figures are not available, Scotland probably contributes 8-9 per cent of the country's industrial output and a proportionate share of our vital exports to the tune of something like £350 million a year.

They indicate that Scotland already provides a competitive base for a significant proportion of Britain's industries and exports. Indeed, Scotland makes a living by selling the vast majority of her industrial output to the rest of the United Kingdom and, as substantially as any other part of the country, in markets abroad exposed to the full force of international competition.

Her second role is now widely recognized to be of a complementary importance; she can make a more than proportionate contribution of additional resources to the industrial expansion needs of a large part of Great Britain.

In recent pronouncements and measures, the Government have indicated the significance they attach to the steps they are taking to promote the more even use of resources throughout the country. In the periodically over-strained parts of the country the combined expansion plans of individual firms will simply not add up in terms of their demand on manpower and womanpower. It is common sense that every firm of any size in these areas, with expansion in mind, should consider most carefully whether the project they are contemplating or some other part of their production can be placed in one of the numerous areas in Scotland where labour can more readily be found and

New road development by the Scottish Development Department, Roads Division, at Castlecary on the Glasgow-Stirling road where reconstruction to dual carriageway is nearing completion.

New marshalling yards at Thornton – serving the Fife Development District.

Photo courtesy of British Railways

special Government facilities for financial assistance and the training of labour can be applied.

For industry in Britain, therefore, the contribution that Scotland can make to furnishing and utilizing new resources for expansion is becoming of growing importance.

Increased rate of new development

In the past eighteen months, the rate of new industrial development in Scotland has quickened. After a fall in the total numbers employed in manufacture the trend has now been reverved. The rate of industrial building has been growing. In 1963, 169 industrial development certificates were issued for new factories and extensions with a job potential of over 14,000 people compared to 121 in the previous year to yield some 9,700 employment opportunities. This high rate is being sustained in 1964.

What is of particular interest is that the rate of injection of new projects by firms completely new to Scotland has also increased sharply – there were 37 such projects in 1963 compared to 14 the previous year. In the eighteen months to the middle of this year no less than 56 firms have decided to come to Scotland to start manufacture.

This new influx undoubtedly derives from a variety of causes including the continued operation of the Industrial Development Certificate control in labour shortage areas. But my impression is that an increasing proportion of new firms coming to Scotland from the over-strained areas are voluntarily taking a new and longer term view of the need to site more of their production in the northern parts of the United Kingdom. With ample labour resources and numerous development districts where projects can be eligible for special help the opportunities in Scotland are undoubtedly playing a larger part in the thinking of manufacturers throughout the country.

These recent movements have brought some significant new industrial names on to the Scottish scene including Elliott Automation, Birmingham Sound Reproducers, Triplex, Pasolds and others to join much earlier English developers such as Rolls-Royce, A.E.I., Ferranti, Pressed Steel, Simpsons and Boots Pure Drug Co.

Another interesting feature of the movement of industry into Scotland in the last year or two has been the renewal of United States development on a large scale. In the earlier post-war years a number of leading American concerns such as National Cash Register Co., Burroughs, Westclox, Timex, Caterpillar, Euclid and others took a stake in Scotland and have continued to expand. Later American arrivals tended to be rather smaller companies but in the last two years Standard Telephones, Chemstrand and Cameron Iron Works among others have decided to lay down large Scottish plants.

With the influx of new development and the progressive broadening of their range of products by established Scottish concerns, the structure of industry in Scotland is now altering quite rapidly. The size of the gap which has had to be filled can be illustrated by the fact that between 1959 and 1963 the number of people in coalmining, shipbuilding and agriculture fell by nearly 47,000. A striking example will illustrate the degree and rapidity of change. Manpower in coalmining (which occupies only 3 per cent of the Scottish working population and has already disappeared from many localities in the central industrial belt) fell by almost 27,000 in the period mentioned but the number in the road vehicle industry and its suppliers rose from about 14,000 to nearly 30,000 between 1960 and this year.

In terms of the whole Scottish picture the predominance of the heavy industries has tended to be over estimated in the last decade or so. In the thoughts of many not close to the recent Scottish scene an older image tends to live on. The facts as shown by the table below are that in 1963 more people were directly engaged in the food, drink and tobacco sector and in textiles than in either mining and quarrying, metal goods or shipbuilding and marine engineering and that there were more people directly engaged in the paper, printing and publishing sector than in either metal manufacture or shipbuilding and marine engineering.

Estimated Number of Employees in Certain Selected Industrial Orders 1963

Mining and Quarrying	74,750	Food, Drink and Tobacco	99,170
Metal Manufacture	51,900	Engineering	163,880
Shipbuilding and Marine Engineering	55,950	Vehicles	40,040
		Metal Goods	26,340
	182,600	Textiles	101,830
		Clothing	30,130
		Paper, Printing and Publishing	58,960
			520,350

Improving the infrastructure

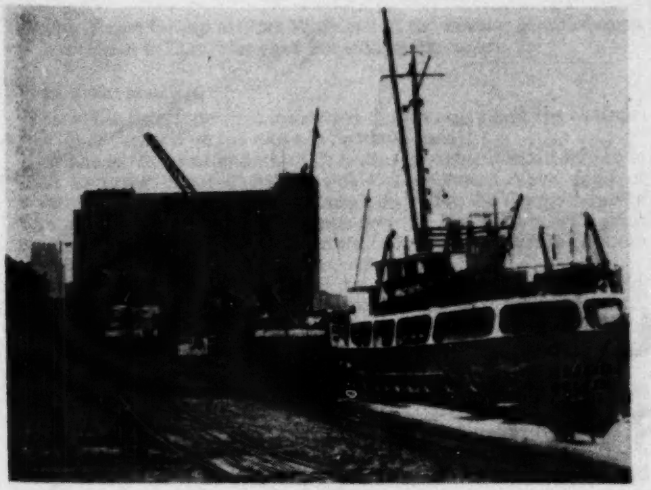
One of the most useful and industrially purposive pieces of planning now going on in Scotland is the evolution of a co-ordinated forward-looking framework for all those needs which now go under the heading of 'Infrastructure' – the roads, bridges, power supplies, technical colleges and other features which make up the essential background provision for economic growth. It is to all these features that industry is devoting increasing study in broadening the basis for its location decisions.

A detailed exposition of public investment plans in Central Scotland was published by the Government last November and this is basic source material for any concern now contemplating starting production in Scotland or expanding it. The map on cover page ii brings out the main physical features of the programme which is explained in the Command Paper already mentioned (Cmd. 2188). Some of the leading features of interest to industry are summarized below the map on cover page ii.

The principal policy decisions on which this programme rests have been explained by Government spokesmen on a number of occasions but it may be worth repeating here what these are, since they are of vital concern to industry:

(a) The Government will make available substantial additional investment to modernize the regional infrastructure in Central Scotland. In the first two years of the programme total public service investment in this area will increase from £100 million to £140 million or over 11 per cent of the total public service investment in Great Britain. The Government envisage that for some years ahead their programme for development in Central Scotland will require about the same proportion of a steadily expanding level of public service investment.

(b) A number of 'Growth Areas' – including the four Scottish New Towns of East Kilbride, Cumbernauld, Glenrothes and Livingston, with a potential population of over 300,000 people – have been designated as being particularly suitable for industrial



Scene at Kirkaldy harbour. A 27,500 sq. ft. Board of Trade advance factory is to be built in the town.

Interior view of the branch factory of Anderson, Boyes and Co. Ltd., mining machinery manufacturers, in Glenrothes New Town.

Canoeing on Loch Lomond
Photo courtesy of the Scottish Tourist Board

expansion. A special commitment has been undertaken to these areas in respect of Government inducements to industry. 'The Government have undertaken that the Board of Trade will not regard a fall in the local unemployment rate in any of the growth areas as sufficient in itself to justify them in removing it from the active list of development districts. There would have to be strong evidence of a general and sustained improvement in the region as a whole before the Board of Trade would do so.'

(c) The greatly enhanced inducements now provided by the Local Employment Acts, 1960 and 1963 and by the scheme of 'Free Depreciation' provided by the Finance Act, 1963, continue to be available in all development districts, whether growth areas or not. Apart from the growth areas there are currently 18 such development districts in Central Scotland, with a working population of 1.2 million and over 50 thousand registered as unemployed.

(d) Modernization of infrastructure will not be confined to particular parts of the area but will form a co-ordinated programme for the whole of Central Scotland (e.g., in the sphere of communications).

Some of the more dramatic elements in the Scottish infrastructure programme have recently been completed or are well under way. The Clyde Tunnel; the new Forth Road Bridge – one of the half dozen largest suspension bridges in the world; the Tay road bridge; the Hunterston Nuclear Power Station in Ayrshire; the reconstruction of A74 which carries three-quarters of Scotland's industrial road traffic with England; the New Towns themselves; all these are well known. Some of the other imaginative plans that are now being worked out are less so. An interesting example is the large scale water scheme which will tap Loch Lomond to provide up to one hundred million gallons a day to a number of areas throughout Central Scotland. This scheme will be a major facility for industry.

Wider look at Scotland

New projects with large labour forces have naturally looked first to the populous central belt which contains over three-quarters of Scotland's people and 90 per cent of her manufacturing industry. But there are many smaller and medium sized concerns who are not satisfied that the best conditions for further development are to be found in the main industrial areas. It is a matter of interest that American firms of this size have often a higher regard for the advantages of country towns and smaller localities in promoting steady and undramatic but solidly based growth for a new project. The environment may have particular attraction, the atmosphere is more informal and the opportunities for cultivating essential industrial relationships more warm and human. Prospects of competitive neighbours are more remote. Those advantages pay dividends and with its large areas outside the Central Belt and tremendous variety of locale, Scotland provides a big selection of possible solutions for the development problems of the smaller or medium sized concern.

Development in places of this kind has been assisted recently by a rather wider spread of Board of Trade advance factory building. Factories at Stranraer and Sanquhar for example have recently been taken up, the one by an American firm of footwear manufacturers to employ 300 people (Baby Deer Shoes Ltd., a subsidiary of Trimfoot International), and the other by an English firm manufacturing contract furniture to employ about 100 people, Educational and Municipal Equipment Co. Ltd. The Bata Shoe Co., have already chosen a new location at Cumnock in the southern part of Ayrshire for a factory to employ about 200. Other places where Board of Trade advance factories are currently being made available well outside the central belt are Peterhead and Fraserburgh.

As already mentioned, the Government has put in hand studies of the four main sub regions in Scotland lying north and south of the Central Industrial Belt. An interdepartmental team of Government officials in consultation with local authorities and other bodies is now engaged on investigations in depth into the development possibilities in these areas. The results are due to be issued next year. In the meantime, there is plenty of scope for immediate inquiry by the individual manufacturer.

Some of the more exciting industrial happenings which have taken place in Scotland in recent years or are under way have been well beyond the confines of the industrial belt. The Nuclear experimental station at Dounreay near Thurso now employing 3,000 people, the £20 million pulp and paper mill currently being constructed by the

(*Continued on page 483*)

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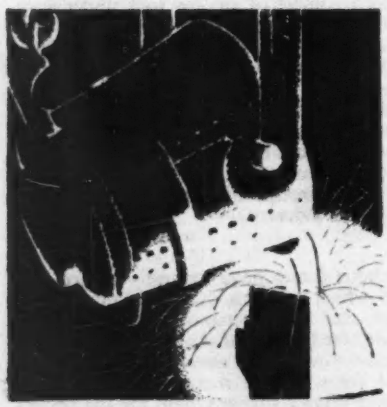

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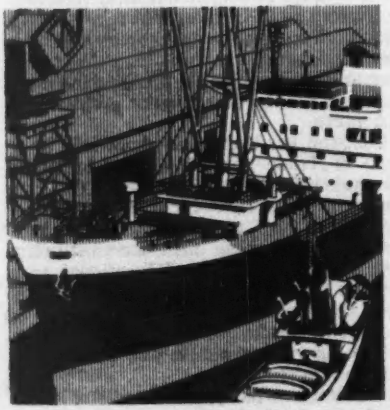

SCOTTISH INDUSTRIES EXHIBITION

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Wiggins, Teape Group at Fort William and the nuclear establishment at Chapelcross in Dumfries-shire are leading examples.

Urban modernization

This is the fourth positive indication that industry and the environment for industry is on the move in Scotland today.

It is one of the most important. It is also the most difficult sphere in which to bring about changes quickly. Like many other parts of northern Britain the problem has been aggravated by the existence of widespread urban development which grew up last century with great speed and too little heed for the future. Then the main areas of boom were the heavy industry areas in the north.

Scotland, and particularly the West of Scotland, has had a heavy legacy of such building in durable stone, much of it now outmoded, and of areas spoiled by the nature of heavy industrial operations – the same industries which carried Britain to power and prominence over a long period.

Since the war, there has been a great deal of patient planning in Scotland to renew the urban framework and the results of this are now really starting to show. The most visible signs are in the New Towns. But urban redevelopment is now making steady strides, notably in Glasgow where ambitious plans are already taking shape to rebuild the fabric of some 29 areas in the City.

Urban redevelopment and the introduction of modern town centres are now being actively planned, and some are under way, in many towns in Scotland. And not only in heavy industry areas, but in the many pleasant towns in Scotland where other problems such as traffic or the development of new shopping areas must now be met.

Some important experiments are taking place in the rehabilitation of semi-urban areas where the straggling development of the 19th century has left its mark. In the area surrounding Livingston New Town for example, one of the most ambitious schemes of this kind is now under study. A detailed survey by a team under the direction of Sir Robert Matthew and Professor D. Robertson is being made of 80 square miles in West Lothian and Midlothian and a programme is being developed to bring under a single planning umbrella a co-ordinated series of measures to improve conditions in the area and make the best of its potentialities.

Advancing tourism and other services

In talking about industrial development it is easy to forget that one of the most firmly based of all economic advances since the war has been the expansion of services of all kinds. The impetus of this continues to grow as consumers' incomes increase. The effects in Scotland have been very marked in the past few years; shops have been modernized; smart new resturants and self service establishments have multiplied.

The oustanding development in the service field, however, is the big growth in the tourist industry, now one of Scotland's largest money spinners. The biggest single injection of capital is planned to take place in the Western Cairngorms area as a result of the successful promotion of ski-ing in centres such as Aviemore and more money is thought to have been invested in the Scottish hotel industry in the past twelve months than in the previous 30-40 years. The latest proposal is by a London development company to invest £1 million in creating a new and distinctive holiday resort on the Island of Islay.

New Forth Road Bridge stamp. The bridge, being opened by HM the Queen today, creates a vital new traffic artery for industry in central east Scotland.

Future opportunities

If Scotland is on the move there is still a big problem to overcome. Contraction is continuing in some of the older sectors of the Scottish economy and new development will have to continue at a high level. In present conditions of near boom for Britain unemployment in Scotland has been substantially reduced from its recent very high level but is still about 75,000, a rate over twice the national average. Many localities have much bigger rates of unemployment. It is amply clear that the problems of the overstrained areas in Britain where three or four jobs are chasing every person can be married up still more successfully with the problem in Scotland where four or five persons are chasing every job.

Behind the unemployed lies a substantial flow of people leaving Scotland for employment opportunities in the southern part of the country. This movement is by no means one way. But the outward balance is heavy and the opportunities for companies to use the labour on the spot in Scotland correspondingly high. It is a common experience of

New section of A74, the Glasgow-Carlisle road which is being reconstructed throughout to motorway or dual carriageway and will link with the Lancaster-Penrith extension of M6.

new ventures established or expanding in Scotland to have many applications for jobs from Scots in the south who wish to return to their home area.

These then seem to me some of the leading features of the Scottish industrial scene today. I hope they will be of interest to industrial readers of this article. Scotland is now a busy place and there are many interesting signs of accumulating change in its industrial, physical and social fabric. But its resources of manpower and womanpower, and particularly young people, can be much more fully used to the benefit of the whole country, and especially of firms in many parts of the country crying out for personnel.

I hope that any firm who has read this article and has been interested will get into touch with my office without delay. We are housed in a modern building, Royal Exchange Assurance House, at 314 St. Vincent Street, three minutes from Glasgow Central Station and twenty minutes from Glasgow Airport. We have a team here in Scotland, working with other departments and independent bodies such as the Scottish Council (Development and Industry), which has considerable experience in helping to solve the locational problems of all sizes of firms in a wide variety of industries. Some of those who have been helped by this team work have commented on what they have found in Scotland in the columns which follow.

This has not been the place to rehearse in detail the very wide range of Government assistance measures for particular projects common to all Development Districts in Britain, and recently augmented by the improved labour training grants announced by the Minister of Labour on July 27. The panel on page 489 is an aide-memoire to these facilities. No boardroom anywhere in Britain can afford *not* to study these facilities closely when planning a new project. Least of all in respect of the opportunities awaiting in Scotland here and now.

Some examples of current industrial development in Scotland are given below:

Radio components and assemblies

Philips Electrical Ltd.

Philips Electrical Ltd., commenced production of radio components and assemblies at Hamilton, Scotland, in 1945 in an area of 160,000 sq. ft., the total employment reaching 1,000 persons within two years. During the following 19 years, electric lamps, shavers and fan heaters have been added to the products; employment has risen to over 2,000 in 460,000 sq. ft. This year work has started on a new production building, which will add a further 75,000 sq. ft.

The availability of labour and the financial incentive offered by the Government have obviously been major factors in the expansion which has taken place. The existence of satisfactory business relationships has been of vital importance.

At employee level the company have found the enthusiasm needed to meet peak loads, the understanding required to bridge periods of reduced demand and the flexibility essential to technical advancement. With the authorities concerned, from local councils to development Boards, they say they have particularly noted a willingness to assist.

When the need for a further major increase in production capacity was recently seen, it was considered that the history of the Hamilton plant showed that, in spite of the heavier cost of transport and communications, Scotland would be a preferred location. A 20 acre site was therefore acquired at Dunfermline, on which 60,000 sq. ft. of factory space is now being built as the first stage of a larger unit.

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Quality knitwear

The House of Lerose Ltd.

Early in 1963, it was decided by The House of Lerose Ltd., that future making-up expansion would take place in a development area. A number of areas were visited, but the company were most impressed by East Kilbride, not only because of its attractive lay-out and good planning, but also because they encountered a sense of urgency on the part of all the officials whom they met.

To make a speedy start was now essential. It was therefore decided to take two standard units, totalling 12,500 sq. ft. which had to be completely re-equipped. This decision was made in December 1963, Because of the wholehearted co-operation of everyone concerned, actual production commenced on April 1,1964.

The factory presently employs some 90 personnel and has been running at near peak efficiency since July 1964 – a remarkable feat, achieved only through the enthusiasm and skill of both management and operatives, all of whom were drawn from the area.

In the light of this experience, it has now been decided to acquire a very much larger site in College Milton, East Kilbride, where a custom built factory will be erected. Building will commence within the next six months and will be constructed in two phases, the first covering 32,000 sq. ft. productive area, where it is anticipated that 200 to 300 workers will be employed within 18 months; the second phase bringing the total production area to around 70,000 sq. ft. with a total labour force of 400 to 500, within a period of three years.

The Scottish history of an American company

Hyster Limited

Hyster Limited, a wholly owned subsidiary of Hyster Company, United States, was formed in 1956 and operations were set up in the Hillington Industrial Estate, Glasgow. The parent company is one of the world's largest manufacturers of industrial lift trucks and the world's largest manufacturers of tractor winches and logging equipment. The first products manufactured by the new Scottish subsidiary consisted of tractor winches and road compaction equipment, to be used in conjunction with tractors manufactured at Tannochside.

In 1959, Hyster Limited desired to expand its operations both because of an increase in the sales volume of the equipment currently being manufactured and the desire to commence manufacture of several models of industrial trucks. It was not possible to expand the premises at the Hillington Estate so an exhaustive search was made for larger premises. Sites all over the British Isles were investigated and mainly because of the success of the original Scottish operation, the excellent co-operation of Irvine Royal Burgh, the availability of skilled craftsmen and the economic benefits involved, Hyster Limited decided to stay in Scotland and moved their factory to Irvine, Ayrshire.

The move to Irvine took place in early 1960 and since that time Hyster Limited has undergone one expansion programme, and is now undergoing another. The apparent success Hyster Limited is enjoying in Scotland can be attributed mainly to an ever expanding volume of sales brought about by the ease with which the markets of the Commonwealth and EFTA countries can be reached from Scotland. Other important factors have been the excellent competitive position of Hyster Limited's product, helped by the relatively low cost of doing business, the high quality of skilled Scottish workmanship and the availability of good quality raw materials.

(*Continued on page* 489)

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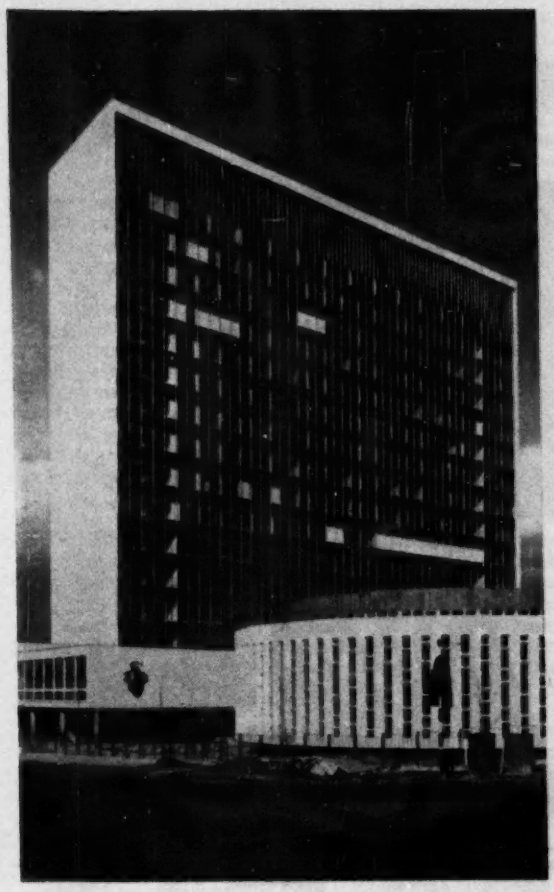
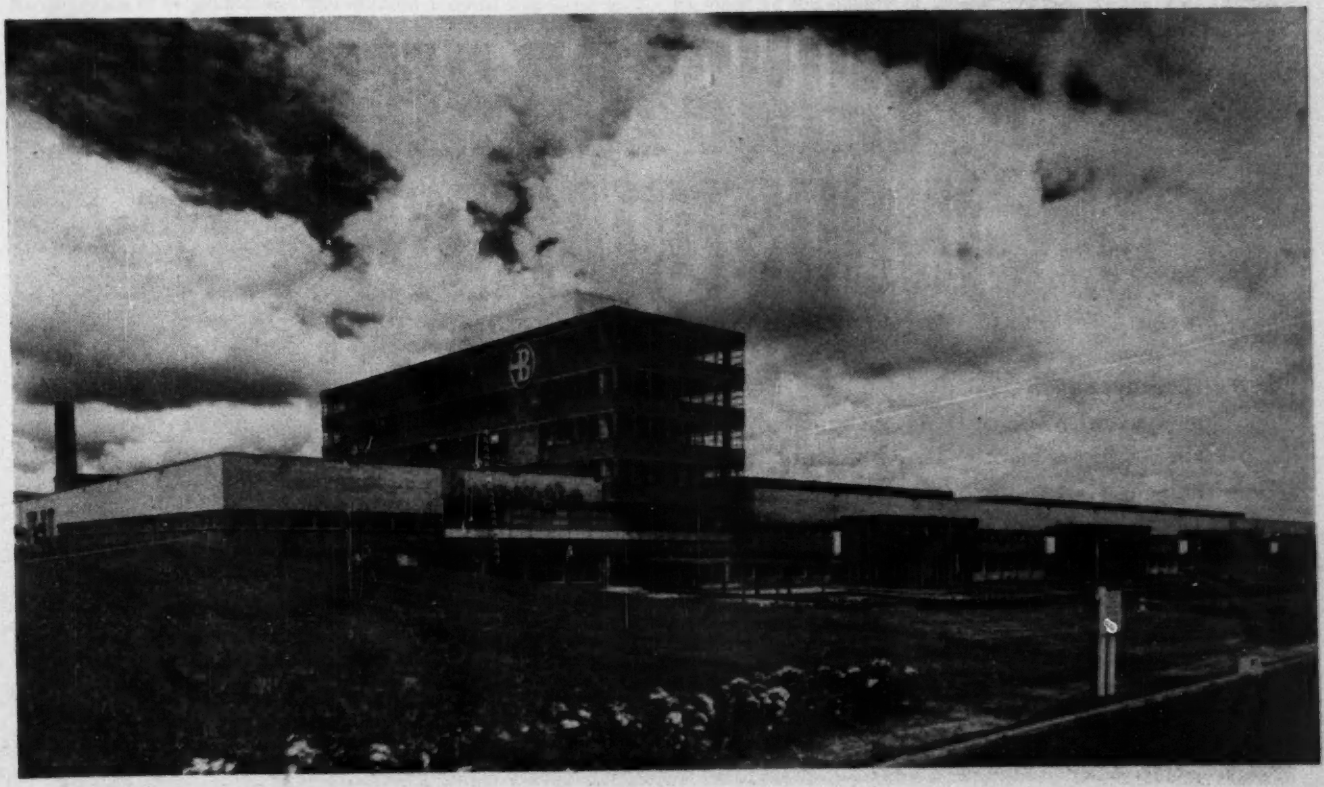
New buildings in Scotland

1. *New County buildings for Lanark County Council at Hamilton.*
2. *Vestibule of Beckman's Instruments Ltd. factory at Glenrothes.*
3. *One of the National Engineering Laboratories buildings in East Kilbride. This is the Reynolds building for research in fluid mechanics.*
4. *The Burrouzhs factory at Cumbernauld, erected by the Cumbernauld Development Corporation.*





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Industrial process control instrumentation

Honeywell Controls Ltd.

In 1948 Honeywell Controls Ltd., set up their United Kingdom manufacturing facilities in Blantyre, Lanarkshire, Scotland, occupying 30,000 square feet which was initially utilized for the production of industrial process control instrumentation. The employment level progressively increased to 300 people by mid-1953, at which time the requirement of additional space was met by the acquisition of a 70,000 square foot factory at the Newhouse Industrial Estate allowing us to further develop the existing lines and to add new products in the form of electronic space heat controls, including thermostats, actuator motors and control panels. During the period 1956-57 further growth demanded additional factory space which, at an employment level of around 1,000 people, rose to 200,000 square feet accommodating the manufacture of precision switches and by 1961 employment had risen to some 1,500 people with the further addition of 300,000 square feet.

At the end of 1963 a decision was made to add electronic data processing computer assembly to the major families of products now being produced in the Scottish area. The total space occupied at present amounts to 500,000 square feet with an employment level of over 2,500 people occupied on work of a highly specialized nature.

The company say that their continued expansion in world markets has primarily been due to investment in research and development enabling high grade products to be available to meet market needs.

It is obvious that the rapid progress illustrated above could not have been accomplished without space and people becoming readily available. They have recruited the great majority of people, both clerical and production personnel, from local sources and have expressed satisfaction in their ability and adaptability. Skilled labour has sometimes proved difficult to obtain, but by the establishment of an extensive training department they have largely overcome this problem by training many people from vastly different occupations.

The present availability of capital grants and the system of free depreciation – introduced in 1963 – are factors which have influenced the company in furthering expansion in the area. Since late 1963 they have added to their Scottish establishment a further 600 people.

Greeting and postal viewcards

J. Arthur Dixon Ltd.

In 1955 J. Arthur Dixon Ltd., printers and publishers of greeting and postal view cards were in a position where the rate of expansion of the company had created a serious problem of lack of space in their Newport, Isle of Wight factory. The solution adopted was to set up a completely new production unit on the Board of Trade's Industrial Estate at Inverness. This factory which consisted originally of some 11,000 feet including office space, was occupied in May 1956, when small scale production commenced. Over the next few years employment and output increased rapidly so that by the end of 1961 space was yet again a problem.

An approach was made to the Board of Trade which resulted in an extension to the factory at Inverness being erected providing another 10,000 square feet of floor space, and this was occupied in June 1962.

The company has no doubt that the success of the venture is attributable entirely to the co-operation it received at all points. Co-operation from the Board of Trade throughout in the design and layout of the building and services, no little feature of which was the building of the extension without interfering with production in the original section. Co-operation came too from the Local Authority at Inverness who provided quickly housing for key workers, a small number of whom have been introduced into the area. The use of Telex in both factories has avoided any real problems of communication and mention must be made of the quality of labour recruited locally and the ability and willingness of the people to learn new skills and crafts.

Government assistance in Development Districts

Under the Local Employment Acts, 1960 and 1963, the Board of Trade are able to offer assistance for suitable projects providing additional employment in development districts in any or all of the following ways:

1. **by providing premises for rent or purchase;**
2. **by making a building grant of 25 per cent of the cost of erecting a new building or extending or adapting an existing building;**
3. **by making a grant of 10 per cent of the cost of acquiring and installing plant and machinery in an industrial undertaking; and**
4. **by making loans (and, in some cases, grants), for any kind of expenditure involved in setting up or expanding a business in such a district.**

In addition the Ministry of Labour can offer grants towards the cost of training labour and can pay allowances to unemployed local labour temporarily transferred to the parent works for preliminary training and to key workers transferred temporarily or permanently from the parent works to the new locality.

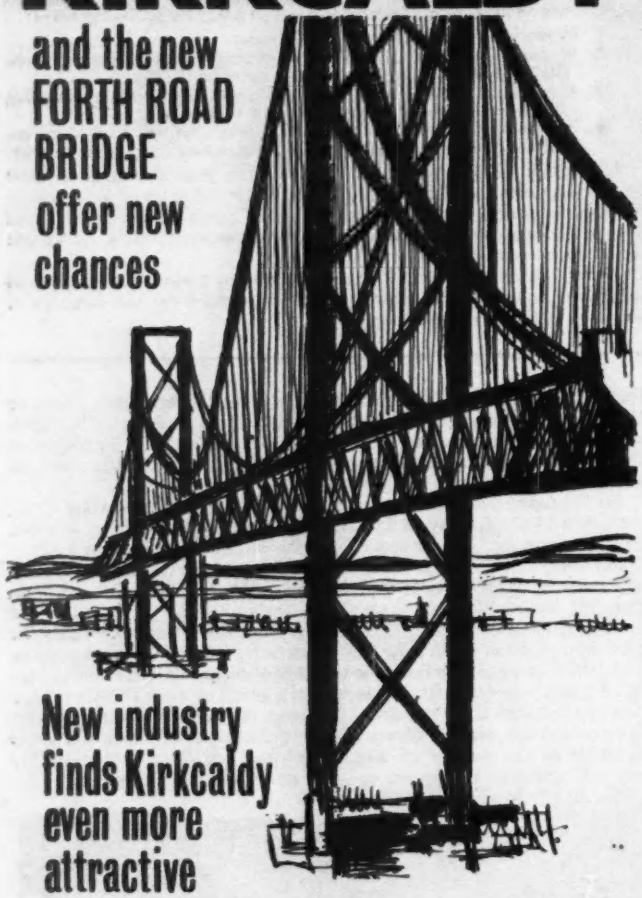
Under the Finance Act, 1963, investment in certain new plant and machinery in productive industry may be written off for tax purposes at whatever rate the company chooses.

Prince's and Queen's Docks, Glasgow. In the past 12 months the Port of Glasgow handled 6½ million tons of cargo and 14 million tons of shipping.

Photo courtesy of the Clyde Navigation Trust

KIRKCALDY

and the new FORTH ROAD BRIDGE offer new chances



New industry finds Kirkcaldy even more attractive

Europe's longest suspension bridge opens up Kirkcaldy to you and to the main home and export market—with easy access to Glasgow docks for the profitable American market. Main rail services and direct Kirkcaldy-Europe sea transport and the availability of experienced male and female labour are additional reasons why Kirkcaldy is interesting progressive industrialists.

Factories available for conversion:
Cleared sites ready for your building:
Advance factory to be built immediately:

The environment is pleasant and there are 25% building grants, plant and machinery grants and ten-year working capital loans. The council of this Royal Burgh offers every assistance and co-operation.

For brochure and details, write or call on MR. C. D. CHAPMAN, Town Clerk, Town House, Kirkcaldy, Fife Telephone 4141

Specialists in automation

Elliott-Automation Limited

Elliott-Automation comprises no less than 130 separate, semi-autonomous companies and divisions, each specializing in one or more aspects of automation – and the company is growing rapidly.

In this expansion, it is the policy of the company to establish complete businesses, which is what each of these divisions is, with their own design, engineering, production and sales organizations. The company already has an important stake in Scotland — there is a 200,000 sq. ft. factory at East Kilbride, where Satchwell Appliance Controls are, and a 50,000 sq. ft. factory at Cowdenbeath where Gordon Valves Limited are already in full production.

Mr. G. C. Fairbanks, director of Elliott-Automation Ltd., says: 'Our Scottish factories are not appendages to the company's operations in England. They are operations in their own right, standing or failing by their own ability to produce, with largely local labour, quality products at a price and to delivery dates which satisfy their customers.

'An intensive training programme is under way at Cowdenbeath to provide the basis for a new electronics industry which will be established in what we hope will eventually be a 250,000 sq. ft. factory. The first part of this factory is just about to be built.

'The warmth of the reception which we have received in Scotland has given us every encouragement to expand our activities there even further and, when the occasion arises, it may be expected that we would look first to Scotland as the place to create new businesses.'

Manufacturers of electronic components

The Telegraph Condenser Company Limited

The Company first became associated with Scotland in August 1944, being commissioned to run a requisitioned plant at Corstorphine, manufacturing paper capacitors for the MAP. This operated successfully for several years and it was decided to stay in Scotland. With the willing assistance of Scottish Industrial Estates. a site was located in Bathgate, with room for expansion, the first 50,000 sq. ft. being ready for occupation in 1948 when the company moved from Corstorphine, initially employing around 400 operators. A further 50,000 sq. ft. was erected shortly after and our labour force was increased to 600-700.

Further extensions of 25,000, 40,000 and 60,000 sq. ft. were erected over a period of years, the labour force having increased to around 2,000. The company have recently applied to the Board of Trade for a further 40,000 sq. ft. extension.

They state: 'Our reason for remaining in West Lothian was that we found an adequate supply of female labour for light assembly work and enough skilled men to make this a desirable location for our particular enterprise.

'Our path has been smoothed throughout by the co-operation we have received from the Industrial Estates Management Corporation for Scotland, as the body is now called, by the local authorities and by the local bus company, which brings many workers right to the factory from neighbouring villages and townships and transports them, back home in the evening. Altogether a satisfactory venture..'

An American company's Scottish factory

The National Cash Register Co. (Manufacturing) Ltd.

The National Cash Register Company (Manufacturing) Ltd., Dundee, is the largest overseas manufacturing unit of The National Cash Register Company which was founded in Dayton, Ohio, United States, exactly 80 years ago.

The decision to build a factory in Dundee was taken in 1945 and NCR was the first American company to build a factory in Scotland after the war. It was envisaged that the maximum labour force would reach 800 people who, it was anticipated, would be accommodated in the company-owned Camperdown Factory of, at that time, 100,000 square feet.

To-day, the Dundee NCR organization employs 3,850 people in six factories – five of them on the Dundee Industrial Estate – with a total factory floor space ot 780,000 square feet. Total investment in buildings, plant and equipment in Dundee is already approximately £8 million. Further expansion is underway, work having started on the construction of a 10,000 square foot extension to house the staff of the NCR Scottish Computing Centre, which is also located in premises on the Dundee Industrial Estate. Besides providing proof of the enthusiasm, inherent skills and ready adaptability of members of the company,

(*Continued on page* 493)

PROGRESS ELECTRICITY

More than ever before Scottish industrialists are using electricity to increase production and cut costs. During the past five years industrial output has increased 15%—during the same period supplies of electricity to industry increased 31%.

To meet this growth in demand, with more spare capacity in reserve than has been the custom in the past, the Board have a programme of expansion which involves a massive investment of capital. During the next seven years, £360 million will be spent on new generating stations and transmission and distribution systems which will more than double the total plant now in operation.

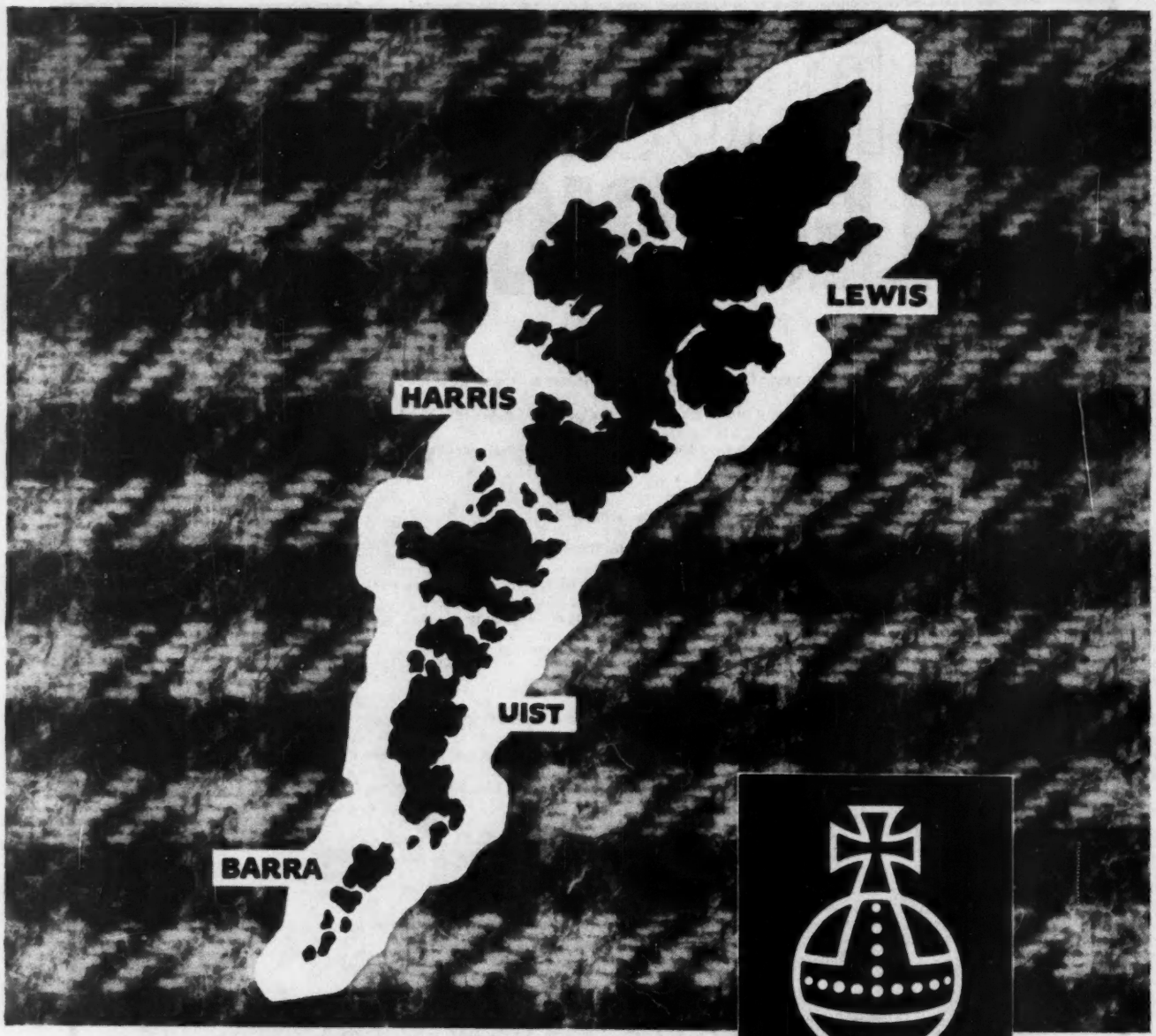
This enormous power programme, which includes projects bigger than anything yet attempted in Scotland, ensures ample supplies of electricity for existing Scottish industry and for enterprises planning to come North of the Border.

The Board provide, free of charge, an Industrial Advisory Service to help industrialists keep abreast of the latest developments in electrical equipment and 'know-how'. You are cordially invited to make the fullest use of these facilities.

PROGRESS SCOTLAND

SOUTH OF SCOTLAND ELECTRICITY BOARD

CATHCART HOUSE, GLASGOW S.4. Tel: MERrylee 7177



HARRIS TWEED

The Cloth that made an island famous

Seven hundred miles from the roar of London's Piccadilly live the crofters of the Outer Hebrides—simple, honest folk who have won world-wide fame for their home industry—the making of Harris Tweed.

Relying upon their individual craftsmanship, the crofters weave the famous tweed—a cloth that will stand up to the hardest wear and weather.

The Orb Trade Mark is a guarantee that the Tweed to which it is applied is wholly produced from pure virgin Scottish wool, spun dyed and finished in the Outer Hebrides, and handwoven by the islanders at their own homes; in short a complete product of the Islands. Look for the Orb Trade Mark on the cloth, and on the label in the garment.

ISSUED BY THE HARRIS TWEED ASSOCIATION LIMITED

most of whom are Dundonians, this spectacular expansion reflects the widening acceptance of the company's products – cash registers, adding, book-keeping and accounting machines, and electronic data processing equipment – as normal 'tools of business.' Already, the Dundee company has manufactured nearly half a million machines, approximately 30-40 per cent of which have been exported. Last year's exports totalled £3½ million and this figure will be exceeded during the current year which, it is confidently expected, will surpass all previous production records.

Undoubtedly NCR has found in Dundee all the ingredients which have more than justified its selection as the location for its British manufacturing operations and the company has every confidence in recommending the Dundee area.

Strip wound cores

Telcon-Magnetic Cores Ltd.

Telcon-Magnetic Cores Ltd., a member of the BICC group, manufacturers of strip wound cores for use in all types of transformers and inductors – was formed in 1945, and moved to Chapelhall in 1952, commencing operations with a 25,000 sq. ft. factory and some 20 employees.

Initially, both the development and the manufacture of special purpose plant had to be carried out. This was followed by the sales promotion of what was virtually a new product to the majority of companies in the electrical manufacturing industry.

Growth has taken place at a most satisfactory rate, as follows:

1956 – Additional 10,000 sq. ft.
1959 – Additional 10,000 sq. ft.
1961 – Additional 15,000 sq. ft.
1964 – Additional 9,000 sq. ft.

The number of people now employed exceeds 390.

Even though the company's material suppliers and the majority of their customers, excluding their exports which are some 25 per cent of total sales, are south of the Border, they have expanded our operations here in Scotland due to three main factors:

(i) The excellent co-operation experienced from all employees; labour relations are extremely good.
(ii) The quality of labour, for both production and engineering requirements has been, and is, ideal for their requirements.
(iii) They have received first-class co-operation from the Industrial Estates Management Corporation for Scotland in providing additional factory premises as required at economic rentals.

Expansion in Scotland

Hoover Limited

Hoover Limited first began to make electric motors, generators and aircraft wiring equipment in Scotland at Rutherglen in 1943.

At the end of the war, the company sought a site for the peacetime production of fractional horsepower electric motors, for a wide range of light industrial uses. Groups of Hoover executives made tours of the various development areas in the United Kingdom and Cambuslang was chosen.

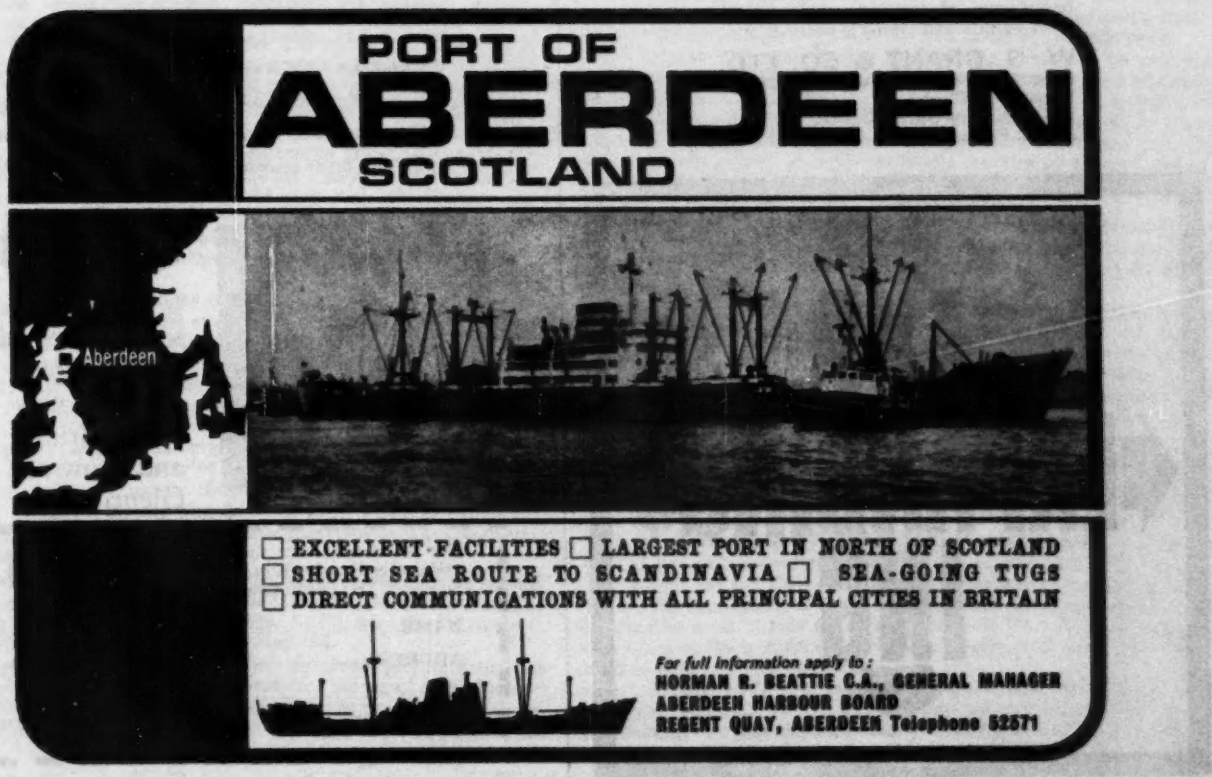
The company had formed a high opinion of the skill of its Scottish personnel during its wartime manufacturing activity and this and the willing help given by everybody in Scotland were among the important factors leading to a decision to locate the factory at Cambuslang.

In the early post war days some 740 persons were employed at the Cambuslang factory which then had 74,800 sq. ft. (6,950 sq. metres) of factory space. The Hoover factory in Scotland now employs over 2,000 people and the factory floor area has grown to 276,757 sq. ft. (25,860 sq. metres). Recruitment is continuing and possibilities of further expansion are under consideration.

Fractional horsepower motors still form the basic output but over recent years other products have been added.

The programme timer and Keyplate switch for the Hoover Keymatic washing machine are now made at Cambuslang. This development introduced a number of processes entirely new to the Cambuslang factory. New skills had to be learnt, equivalent to those in scientific instrument making. In addition, the Hoover Cylinder cleaner (Model 417G) and the Hoover 3000 tangential fan heater are made at Cambuslang. So, too, are heater elements for Hoover appliances.

(An article describing the export success of a firm in Scotland appears on page 521.)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GRANTS

are

W. G. GRANT are one of the most progressive, *independent* companies in the jute industry, applying the latest management and production techniques to the manufacture of hessians for home and overseas markets. *Here are some facts about Grants*:

WIDE PRODUCT RANGE

Among the many jute cloths now manufactured by Grants are: common hessians, stainless and odourless yarns, scrims, cotton unions, birdnet weaves, fire-resistant brattice cloths and horticultural hessians.

NEW PRODUCT DEVELOPMENT

The unique versatility of jute hessian is reflected in the development by Grants of a number of new products for specialised purposes e.g. Hess-Foam a hessian/plastic foam material for packaging and insulation, and a range of colourful open-weave cloths for use as decorative wall fabrics.

RESEARCH

Grants are continually experimenting with and improving jute hessian cloths for even more diverse uses, and always welcome the opportunity of tackling problems with other natural and synthetic fibres.

W. G. GRANT & CO. LTD.
MANUFACTURERS OF JUTE FABRICS
Registered Office:
31 Constitution Street, Dundee
Also at Panmure Works, Carnoustie.

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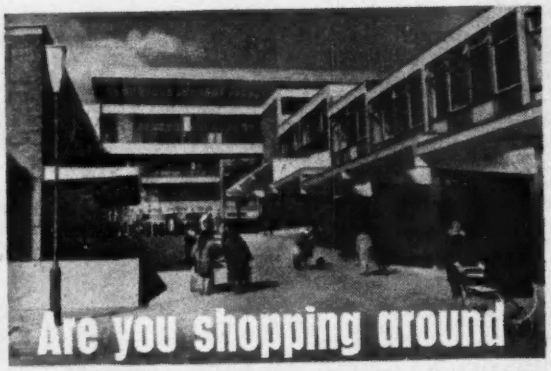
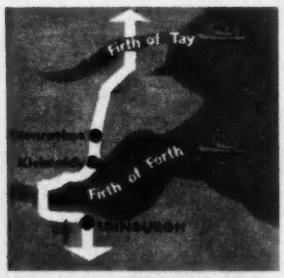


GLENROTHES is an exiting place to live in. The fine new town centre typifies the modern outlook of this fast-growing new community.

It's an exciting place to work in, too. Industrialists looking for sites for expansion find *everything* at Glenrothes. Factory units (or sites for your own building) are immediately available. So is labour. And housing. And schooling. This summer, too, the new Glenrothes Airfield is open to traffic and the town is soon to have its Technical College to provide on-the-spot training facilities for industry. And, with all this, a mild climate and all the many amenities of Fife on your doorstep!



Glenrothes

is looking ahead to a prosperous future. Come over the new Forth Bridge and grow at Glenrothes.

For full details, write today to the General Manager, Glenrothes Development Corporation, Glenrothes, Fife, Scotland, Tel: Glenrothes 2202.

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Enterprise Scotland '64

BY LORD CLYDESMUIR, CHAIRMAN, SCOTTISH INDUSTRIES EXHIBITION

The fourth post-war Scottish Industrial Exhibition was opened by HM the Queen, accompanied by HRH the Duke of Edinburgh, on September 3 in the Kelvin Hall, Glasgow

THESE DAYS it is pretty unrealistic to assume that any single exhibition merits the attention of businessmen, and indeed the public, simply because it is being held. Massive and spectacular World Fairs are mounted almost yearly, and there can be very few days in Britain alone when a large exhibition is not being held, trying desperately to attract attention to itself and protesting that it *is* different from all the rest.

As the chairman of the fourth post-war Scottish Industries Exhibition, I have been quite conscious of this. But several factors have contributed to my optimism that our exhibition will be the finest in Great Britain this year.

First, and most practically, we could have sold the space in Glasgow's Kelvin Hall at least twice. Scottish industry has responded splendidly to the opportunity to use this fabulous shop window, and, in fact, the decision to hold another Scottish Industries Exhibition was taken because of the demand from Scottish industry. Second, the communications media, the Press, Radio and Television – Scottish, national and international – have provided the best-ever publicity backing. Because of this, they have introduced the exhibition to more people all over the world than ever before.

Trying to think of a fitting title for the exhibition was one of our most difficult tasks. But the eventual choice – Enterprise Scotland '64 – has proved to be ideal. For this will truly be an exhibition of enterprise, and this more than any other single factor, is what makes me optimistic about the success of this wholly privately-financed venture.

Enterprise Scotland '64, running in the Kelvin Hall from September 3-19, will mirror a Scotland where enterprise is our greatest single national asset. Scots have been known for it for decades. Enterprise made the Clydeside conurbation one of the great centres of industry and commerce in the world. Enterprise took Scots to all parts of the globe to assist in the development of growing countries. Now when the same enterprise is needed as never before, our exhibition will provide one of the clearest demonstrations of its continued presence.

Selecting one or two examples of enterprise from among the 250 exhibitors is very difficult, but that is hardly a good enough reason for not doing so. The small border firm of Currie and Mill, for example, were not even in existence at the time of the last Scottish Industries Exhibition. Now, as their stand will no doubt show, they are well and truly involved in one of Scotland's most vital growth industries – electronics.

Currie and Mill's success story is like many another Scottish firm's – particularly at the outset – the story of one man's enterprise. At the time of the last exhibition, Mr. Robert A. Currie was the working director of a minute Galashiels firm. His training was that of a process engraver. The similarity between his own work and that required for printed circuits for electronics struck him, and he produced a few samples.

They went like the proverbial bomb. As business expanded Mr. Currie found that delays in the supply of metal plates sometimes held up his own deliveries. With typically direct thinking, he formed a second subsidiary, Precision Plating and Services Ltd., which is exclusively engaged on making plates. A third subsidiary for process engraving completes the group.

Mr. Currie now employs nearly 60 people. His sales are well spread, and has such firms as Ferranti, English Electric, Marconi, Standard Telephones and Lucas as his customers. At 33, Mr. Currie seems to personify the spirit of Enterprise Scotland '64.

By complete contrast – from a relatively small private firm to a government sponsored national organization – the stand of the Department of Scientific and Industrial Research – promises to show the same spirit of enterprise albeit on a more impersonal, more technical level.

Hydrostatic transmissions, for instance, were pioneered at the National Engineering Laboratory, East Kilbride. They can now be applied to an increasing variety of prime movers, and are being used in motor cars, buses, dump trucks and ships. But at the exhibition, hydrostatic motors will also appear as an alternative to electric motors in machine tools. They are more exact, controllable and economic.

Yet another process which was pioneered in Scotland at NEL involves a material in every way traditional to Scottish industry – steel. Cold extrusion involves the metal being squeezed through a die like toothpaste from a tube, its shape being formed on the way, instead of by machining. Even more advanced is hydrostatic extrusion. Here the steel billet is pushed out by liquid pressure instead of by direct contact between ram and billet. Thus the pressures are reduced, and the product has more uniform properties and a good surface finish is achieved. The production of fine wire is one of the latest developments of the process.

These, as I have said, are but two out of 250 exhibitors, but they serve to illustrate this spirit which is transforming Scotland and which the exhibition will reflect. For, by its very nature, the exhibition will not be able to mislead; it can only show what is going on in Scotland and in its correct proportions.

Thus while the tremendous changes which have taken place in Scotland since the last exhibition will give Enterprise Scotland '64 much of its character, the broad and solid base of Scotland's traditional industries will still provide the backbone of the exhibition.

For instance, the final display and turning point will be devoted appropriately to an industry which is certainly an industry traditional to Scotland and yet, in every way, is a growth industry, an industry of enterprise. Beyond the heavy engineering hall and in complete contrast to it will be the cloth hall. Six 30-ft. high inverted cones will rise swelling to the ceiling, swathed in lovely tumbles of Scottish tweed. Cunningly lit from within, the exhibition's cloth hall will be one of the most dramatic displays ever of Scottish tweed.

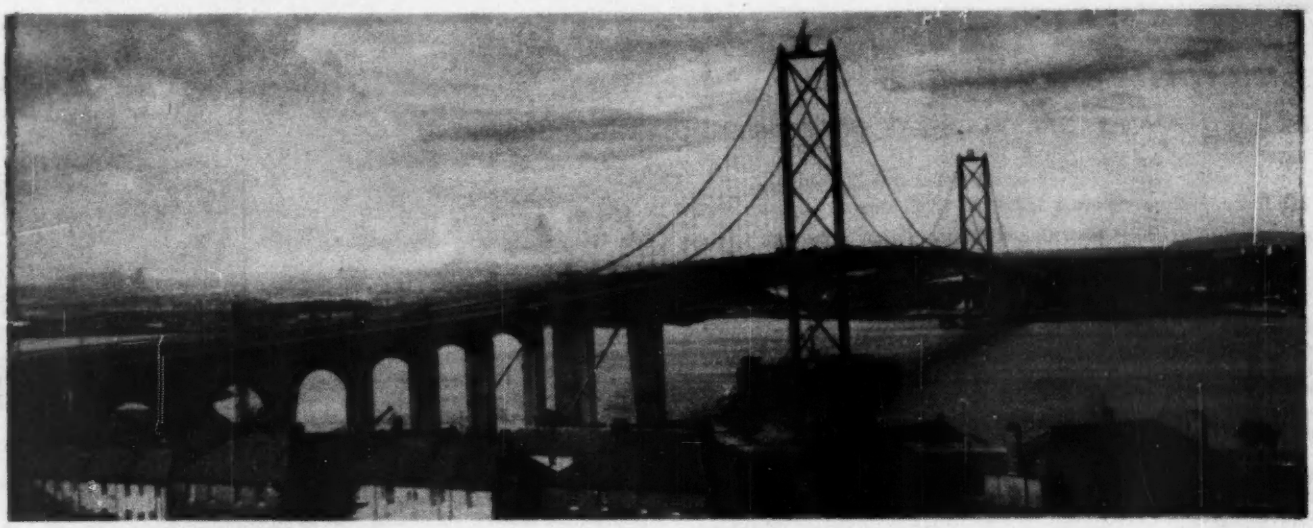
This seeking for visual impact, for the most attractive presentation possible of Scottish industry to our visitors has influenced the planning of the whole exhibition: enterprise, if I may say so, on the part of the exhibition organizers.

Gone are the endless rows of passages, apparently identical, giving no hint of the character of the stands they enclose. Instead, the exhibition as a whole, will form a dynamic, varied colourful show for the visitor. The Kelvin Hall will itself be divided into a series of smaller halls, and areas, all differing in character, size and colour treatment, and all interlinked so that visitors can follow a logical, and discernible route around the whole exhibition.

All these features surely combine to make any exhibition chairman optimistic, but when in addition there is to be a royal opening by HM The Queen accompanied by the Duke of Edinburgh then success seems assured.

But let me return to my very first point – the necessity of showing that this Scottish Industries Exhibition will be very different from any other exhibition and therefore well worth making the effort to visit. Perhaps the description of the exhibition which has caught the public's imagination most is that Enterprise Scotland '64 will be a 'fabulous shop window, three miles long'. And, of course, it is quite true. But it could be said of other exhibitions.

No, the true difference and the essential character is in the title. Enterprise Scotland '64 will be more than an exhibition. It will be an introduction to a new nation, a country looking to the 70's and beyond with courage, imagination and confidence – in a word, with enterprise.



The new 1¼-mile long, £20 million Forth Road Bridge which is being opened by HM the Queen today. As a member of the Forth Road Bridge Board told a Board of Trade Journal *representative: 'This Bridge is a long-needed service and I am sure it will have tremendous effect on business and commerce. Gone will be the queues of vehicles waiting sometimes hours to board the ferry-boats, and instead they will be across the river in two or three minutes'.*

Dundee's newest factory opened by Secretary of State for Scotland

MR. MICHAEL NOBLE, Secretary of State for Scotland, officially opened Dundee's newest factory built by the Board of Trade for Holo-Krome Ltd., on August 28. The factory which has been in production since January this year produces thermo-forged socket screws – used as precision fasteners in refrigerators, washing machines and other electrical equipment – for the home and overseas markets. It occupies an area of 50,000 square feet, and it is expected that this area will be extended to double the size by 1966/67 with a comparative increase in employees – now 135, of which 80 per cent are males.

Occupying a commanding site on the Kingsway West industrial estate, the new factory is the British headquarters of Holo-Krome Company of Hartford, Connecticut, United States and both the United States and British companies are subsidiaries of the American Veeder-Root Corporation. The British company was first established in Dundee in 1957.

Unveiling a Union Jack draped plaque in the marble wall of the factory entrance, Mr. Noble said: 'With the opening of this factory, Dundee can claim yet another set of new skills. Seven years ago Holo-Krome had to bring technicians from the United States to train operators to turn out the high-quality products on which the firm prides itself. For this expansion no outside help was necessary. This is a real product of industrial diversification.' He said that in recent years a number of firms from the United States had settled in Dundee. The labour available was good.

Speaking at the luncheon following the opening, Mr. Noble said that when Lord Drumalbyn, Minister of State, Board of Trade, visited the original Holo-Krome factory in 1957, the then Lord Provost said that if the Government would only help Dundee to get a new road bridge over the Tay he would see that the red carpet was put out for the Minister the next time he came back. 'Well, the bridge is on the way, and here is a splendid new factory. I am sure that the Lord Provost would happily commit himself to a resplendent piece of tapestry, which both of us would walk on, if Holo-Krome should soon find they had to move into an even bigger building.'

Continuing, the Secretary of State for Scotland said that to the drive and energy of Holo-Krome there could be added the skill of the Dundee workers, an increasingly efficient communications service and a city with a tradition of international trading.

'We have been doing everything we can to encourage new industry into Dundee. But whatever incentives governments offer, the real test for an industrialist is how he finds the town itself and the people who live and work in it. An occasion like this illustrates more than any number of words that the resources of Dundee can be turned quickly and successfully to any new tasks that may be set.'

Mr. Michael Noble, Secretary of State for Scotland (centre) and Mr. E. C. Lawson, managing director of Holo-Krome Ltd., inspect some of the equipment in the firm's laboratory.

Continuing, he said that around 2,000 new jobs were now in prospect in Dundee. Unemployment, though still higher than they liked, was now well below the post-war average – indeed it was about the lowest level for eight years.

'Last year more firms from outside Scotland decided to settle among us than in any single year since the late forties. This year so far no less than 22 new firms have come to Scotland. We have, of course, no intention in Dundee, or in Scotland, of depending wholly or even mainly on enterprise coming in from outside. By far the greater part of industrial expansion in Scotland comes from native Scottish enterprise. But we shall always make the newcomer welcome'.

This is a time of economic advance such as Scotland has not seen since her first industrial revolution. We are matching it with new towns, new roads, new power stations, new atomic energy establishments, new bridges, new factories, new houses. These are exciting and challenging times'.

Government factories for rental in Scotland

INDUSTRIALISTS WHOSE expansion plans are being thwarted by lack of space and labour can find a ready answer to their problems by leasing modern factories on a Scottish industrial estate. The advantages of renting an estate factory are many – including the obvious benefits obtained from location on a strategic and attractive site. (Availability of labour is a primary essential, as are adequate transport and service facilities, and these factors were uppermost in the thoughts of the planners when new sites were selected for our recent building programme). At the present time, the Industrial Estates Management Corporation for Scotland are building, for the Board of Trade, 22 factories located in development districts throughout Scotland. Already a number of these, which were constructed in advance of requirements, have been allocated to well-known manufacturing concerns. The remainder, ranging in area from 10,000 square feet to 50,000 square feet are located in Glasgow, Dundee, Lanarkshire, Ayrshire, Renfrewshire, Dunbartonshire, Midlothian, Fife and Aberdeenshire, and are available for early entry. In addition, there are a few existing factories to let with areas varying from 1,500 square feet to 131,000 square feet.

Leases are normally for a period of 20 years and, in the vast majority of cases, the Corporation is responsible for upholding the building and plumberwork against the effects of normal fair wear and tear. This includes the external painting of windows and doors, etc., but the tenant is responsible for all glass breakages and internal paintwork. This type of lease is extremely valuable to companies accustomed to close budgeting because the rent remains fixed for 20 years and the amount required to be spent on the buildings can be readily calculated. The ornamental gardens on industrial estates are also kept trim by the Corporation.

Rents are assessed at current market value by the district valuer of the Inland Revenue and, at present, for a factory of standard design, these vary from 2s. 6d. to 4s. 3d. per square foot per annum, depending on locality.

There are many other advantages in industrial location in a development district. For example, substantial concessions may be made by the Board of Trade to expanding or incoming ventures in these areas. The concessions take various forms and include the provision of building grants of 25 per cent of the cost of erecting a new building or extending or adapting existing buildings (if the advance factories now being built by IEMCS are sold by the Board of Trade the purchaser may apply for the building grant if the sale is agreed before completion of the factory, the balance of the cost being payable under an amortization agreement); grants of 10 per cent of the cost of acquiring and installing plant and machinery in an industrial undertaking; loans for any kind of expenditure involved in setting up or expanding a business, including working capital, in a development district or transferring a business to such a district. In addition to these considerable advantages, an industrialist can, for income tax purposes, take advantage of the scheme for free depreciation and write-off his capital expenditure on qualifying plant and machinery at whatever rate he chooses. Together with the increased investment allowance, tax allowances for firms in development districts in the first year can amount to as much as 130 per cent of the total cost of the plant and machinery installed.

As an extra benefit, in Scotland, at the moment, industrial de-rating relief up to 50 per cent can be obtained when premises are used for manufacturing purposes and this puts the rateable value of most of our factories at about 1s. per square foot per annum.

Whilst to those accustomed to manufacturing in the Midland and Southern regions, Scotland may appear comparatively isolated, the excellent transport services and steadily improving roads make it, in fact, readily and quickly accessible. (BEA recently announced that their busiest route was between London and Glasgow. There are now over 20 services every day from Monday to Friday, between London and Scotland, as well as services from Birmingham and Manchester. Flying time is 80 minutes and some very attractive fares are offered. In addition, of course, there are many day and night express trains to Glasgow and Edinburgh.)

The Industrial Estates Management Corporation for Scotland has many years of experience in assisting companies to establish factories. It is our aim to help industrialists by giving a service which will involve them in the minimum time and expense. Inquiring industrialists will be warmly welcomed by the Corporation's executive staff who will gladly arrange visits to any of the factories, meetings with the Board of Trade, Ministry of Labour and, if necessary, Local Authorities.

MODERN FACTORIES TO LET IN SCOTLAND

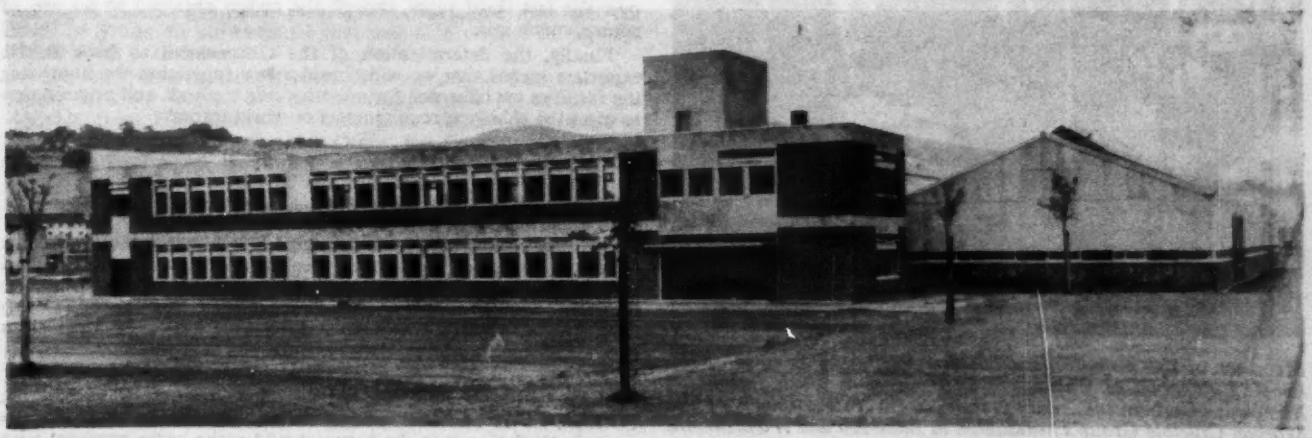
The following modern steel-framed single-storey factories, each equipped with central heating and essential services, are available on a rental basis for early occupation, or will be erected shortly on the undermentioned Industrial Estates:

Estate	Burgh or County	Area sq. ft.	Height to Underside of Truss	Glasgow City Centre miles	
Hillington	(1) Glasgow	25,508	12 ft. 0 in.	5	
	(2) "	21,280	12 ft. 0 in. and 18 ft. 0 in.	5	Vacant
	(3) "	131,855	22 ft. 0 in.	5	Vacant
	(4) "	16,537	12 ft. 0 in.	5	3 Cranes
	(5) "	5,150	12 ft. 0 in.		
	(6) "	19,030	27 ft. 0 in.	5	Vac't:Crane
	(7) "	1,500	12 ft. 0 in.	5	
	(8) "	1,486	12 ft. 0 in.	5	
Queenslie	(1) Glasgow	5,202	12 ft. 0 in.	4	
	(2) "	8,324	12 ft. 0 in.	4	
	(3) "	27,500		4	To be built
Blantyre	Lanarkshire	5,050	12 ft.0 in.	10	
Carfin	(1) Lanarkshire	26,500	13 ft. 0 in.	12	
	(2) "	13,903	12 ft. 0 in.	12	
	(3) "	5,265	12 ft. 0 in.	12	
Chapelhall	Lanarkshire	7,990	12 ft. 0 in.	12	
Larkhall	Lanarkshire	6,719	12 ft. 0 in.	17	
Newhouse	Lanarkshire	50,730	14 ft. 0 in.	14	Being built
Vale of Leven	(1) Dunbartonshire	49,980	14 ft. 0 in.	16	Being built
	(2) "	17,500	—	16	To be built
Port Glasgow	Renfrewshire	10,684	12 ft. 0 in.	17	Being built
Kilwinning	Ayrshire	14,338	12 ft. 0 in.	25	Being built
Donibristle	Fife	27,500	—	43	To be built
Dundee	Dundee	27,500	—	83	To be built

The undernoted buildings on Donisbristle Estate in Fife, 5 miles from the new Forth Road Bridge and 43 miles from Glasgow, will be adapted to meet the requirements of industrialists. Gas is not meantime available.

Donibristle	(1) Fife	9,412	18 ft. 0 in.	43	Plating shop
	(2) "	3,420	9 ft. 6 in.	43	Vacant
	(3) "	11,518	—	43	Office block

(Continued on next page)



A 56,000 sq. ft. factory built in advance of requirements on the Vale of Leven Estate, Dunbartonshire.

ADVANCE FACTORIES

The undernoted factories will be erected on individual sites in Scotland in advance of requirements:

Place	County	Area sq. ft.	Height to Underside of Truss	Glasgow City Centre Miles
Sanquhar	Dumfriesshire	16,086*	12 ft. 0 in.	48
West Calder	Midlothian	10,362	12 ft. 0 in.	31
Kirkcaldy	Fife	27,500	—	52
Stranraer	Wigtownshire	12,750	12 ft. 0 in.	84
Fraserburgh	Aberdeenshire	7,939	12 ft. 0 in.	185
Peterhead	Aberdeenshire	17,300	—	174

*Available now.

The general specification for the advance factories is as follows: The 6in. reinforced concrete factory floor has a 1in. granolithic finish. The steel-framed buildings are clad with brickwork and either combined asbestos sheeting or asbestos sheeting lined internally with aluminium foiled plaster boarding. The asbestos roofs are similarly insulated and natural lighting is provided by ridged patent glazing. Height of the truss is 14ft. for the larger and 12ft. for the smaller factories.

Office accommodation is finished internally with plaster and the floor is covered with thermoplastic tiles. Adequate cloakroom and toilet facilities for office and factory staff – including a domestic hot water installation.

Central heating is supplied by low pressure hot water from a coal-fired automatic boiler operated by the tenant. The factory has thermostatically controlled unit heaters and there are radiators in the offices. Electric wiring to lighting points throughout the building is provided but tenants install their own power wiring. All the usual services are brought to the factories with the possible exception, in a few cases, of gas.

Further particulars may be obtained from: General Manager, Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C.3. Telephone Douglas 6651.

Lord Drumalbyn in Scotland

IT WAS ANNOUNCED earlier this week that Lord Drumalbyn, Minister of State, Board of Trade, would carry out the following engagements during his visit to Scotland:

September 3: attend opening of the Scottish Industries Exhibition by Her Majesty the Queen and the luncheon given by the Lord Provost of Glasgow. Visit two lace-making firms in the Irvine Valley (Morton, Young and Borland Ltd., and McInnes Textiles Ltd.)

September 4: attend opening of Forth Road Bridge by Her Majesty the Queen. Visit United Wire Works, Leith.

Members of the staff of the Chargé d'Affaires in London of the People's Republic of China seen in the carbon brush factory of Morganite Carbon Ltd., during their recent visit to some of the Morgan Crucible Group's installation in Battersea and Wandsworth, London.

'HM Government backs exporters to the hilt'

—Mr. Edward Heath

FOLLOWING an allegation that export orders have been lost by British firms because of inadequate credit facilities, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, issued the following statement on August 26:

'I want to make it plain that the British Government is backing its exporters to the hilt in every way, including the provision of credit facilities. What the Government will not do is to authorize credit or provide aid beyond what the balance of payments will support. Exports for which we receive no payment for many years do not help our immediate balance of payments situation. Nor will it insure export credit or commercial loans beyond what it judges to be the limit of a country's credit-worthiness.

'I am making this plain following the recent allegation that British makers of heavy electrical plant and steam boilers have lost more than £100 million of overseas orders in the past year because the British companies were unable to provide credit on terms as good as those offered by foreign companies.

'We have examined all the instances quoted. I wish to refute the suggestion that the British Government was in any way backward in these cases. Where credit had to be refused it was for very good reasons. In some cases we have no evidence that applications were ever made.

'Some of these orders were placed under schemes of tied aid. In these cases they were of course obtained by firms from the country providing the tied aid. These must be viewed against the orders obtained by our own manufacturers under the tied aid provided by this country. This has amounted to £350 million over the past six years.

'Some of the other orders quoted were covered by other countries under their general aid arrangements. These have to be weighed against the orders obtained elsewhere by our own manufacturers under the rest of our own aid programme. The orders under both tied aid and general aid from this country were of course spread over British industry as a whole and not limited to one particular industry.

'In two of the instances cited we did not provide credit because the limit to which we were prepared to go for the countries concerned on our own judgment of commercial credit-worthiness had already been reached. Moreover, we had already exhausted the aid we could give them. In one case the contract was lost because the purchaser considered that our competitor provided superior technical experience. In one case no contract has yet been placed anywhere.

'I would like to make two other points clear. Our credit insurance facilities generally have always been as good as any in the world. They have been consistently developed over the past few years. Today, they are widespread, speedy and flexible. Indeed they are the envy of others and they are being copied by our competitors. Today the Export Credit Guarantees Department insures 25 per cent of all British exports – by far the highest proportion of any exporting country in the world. That surely speaks for itself.

'We have recently developed a system of financial guarantees for large capital projects on terms of up to 15 years. We are the only country to have done this on a world-wide basis. These long-term financial guarantees have been offered on some £500 million of business over the last three years, though the orders obtained so far are, of course, much less.

'Finally, the determination of the Government to back British exporters means that we will consider any suggestion for improving the facilities we offer and for adapting our methods and organization to meet the changing requirements of world trade.'

ECGD did not refuse cover for Panama

ON THE DAY following the Secretary of State's statement, the Export Credits Guarantee Department denied allegations that they had refused cover on an £18 million order for ships for Panama because 'Panama was considered a poor risk'. A spokesman described this as nonsense. ECGD was prepared to cover sales of large ships to Panama on 10-year credit; Panama was regarded as a relatively good risk.

There had only been an application in respect of two of the 13 ships. Cover had been offered on ten years terms, but with the normal stipulation that the buyer should make some payment with

order. In this case the buyer was seeking finance for 100 per cent of the purchase price. So far as was known, other European credit insurers always required some down payment.

ECGD had already signed one Financial Guarantee covering the sale of a cargo vessel to Panama on seven years credit, and sales of two more bulk carriers on 10-year terms had just been confirmed and the Financial Guarantee was to be signed soon. Worldwide, ECGD had given Financial Guarantees on 17 vessels, and undertaken to guarantee sales of a further 42 vessels, many on 10 year credit terms. In addition, under normal credit insurance over the past year ECGD guaranteed orders for 21 ships worth £26¼ million, and at present there were offers outstanding on a further 15 ships worth £37 million.

ECGD backs loan for Algerian pipeline

A FINANCIAL GUARANTEE, providing for the financing of an oil pipeline in Algeria was signed on August 31 by the Export Credits Guarantee Department. The contract is for approximately £25 million and is between Constructors John Brown Ltd., and the Société National de Transport et de Commercialisation des Hydrocarbures of Algeria.

The Guarantee covers a loan amounting to £18.6 million being made available by the National Provincial Bank Ltd., Barclays Bank Ltd., Lloyds Bank Ltd., and the Insurance Export Finance Company Ltd. The loan was arranged by Kleinwort Benson Ltd.

The pipeline will run from Haoud el Hamra in the Sahara to Arzew on the coast, a distance of some 500 miles. A marine terminal will also be built at Arzew as part of the project. It is estimated that the pipeline will carry ten million tons of crude oil a year.

ECGD have now signed 14 Financial Guarantees since the facility was introduced in 1961. These cover loans totalling £81 million and relate to contracts worth £103 million.

Applications for anti-dumping duties on maleic anhydride and fumaric acid

THE BOARD OF TRADE gave notice on April 10† and May 22* that they were considering applications for the imposition, under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on maleic anhydride from Austria, France and the Federal Republic of Germany and on fumaric acid from the Federal Republic of Germany, The Board of Trade now announce that they are satisfied that dumping has been taking place and that this has caused material injury to the British industries and threatens further injury.

The Board of Trade have, therefore, made an Order (the Anti-Dumping Duty Order, 1964) imposing anti-dumping duties of £1 9s. per ton on maleic anhydride imported from Austria; £12 4s. per ton on maleic anhydride imported from the Federal Republic of Germany; and £14 per ton on fumaric acid imported from the Federal Republic of Germany. There have been no imports of maleic anhydride from France for some time and the Board of Trade do not consider that action in respect of supplies from France is necessary.

The Anti-Dumping Duty Order, 1964 came into force on September 3, 1964. Copies of the Order (S.I. 1964 No. 1362), are available from HM Stationery Office, price 3d., by post 6d. For the purpose of implementing this Order, the Commission of Customs and Excise, on the direction of the Board of Trade, will require proof of the origin of any maleic anhydride and fumaric acid exported to the United Kingdom from Austria, Belgium, Berlin, Denmark, France, the Federal Republic of Germany, the Soviet Zone of Germany, Netherlands, Poland, Portugal, Spain and Switzerland.

The Board of Trade further announce that imports of maleic anhydride from any country other than Austria and the Federal Republic of Germany and imports of fumaric acid from any country other than the Federal Republic of Germany which were found to be dumped would be liable to anti-dumping action.

† *Board of Trade Journal*, April 10, 1964 (page 768).

* *Board of Trade Journal*, May 22, 1964 (page 1110).

Purchase tax on vehicles constructed to carry not less than 12 passengers

TO QUALIFY for exemption from purchase tax under Group 27(2) of the First Schedule to the Purchase Tax Act 1963 a vehicle must be designed to carry at least twelve passengers, seated and in reasonable comfort.

It should be either:

(a) of the kind supplied to local authorities, schools, hospitals, hotels, firms and other organizations which maintain their own transport service for personnel, patients, clients etc., and to firms providing similar transport for hire; or

(b) a public service vehicle whose design complies with the Public Service Vehicles (Conditions of Fitness) Regulations 1958, as amended, issued by the Minister of Transport.

To qualify for exemption under (a) a vehicle must possess the following features:

(1) The vehicle must provide adequate seating for not less than twelve persons including the driver and must thus be suitable for carrying a weight of 15 cwt. or more.

(2) Where separate seats are provided, one person shall be counted for each separate seat; when the vehicle is fitted with continuous seats, one person shall be counted for each complete length of 16 inches measured lengthwise on the front of each such seat.

(3) The seats must be permanently fixed to the floor and/or sides of the vehicle. They must not be constructed so as to tip up, fold down, swivel or pivot into different positions, except in the case of not more than three single seats, where necessary for the purposes of ingress and egress.

(4) The shortest distance between the front edge of a seat and the front edge of any seat facing it must be not less than 1ft. 6ins.

(5) The total area of the seats must be more than half the floor space of the vehicle.

(6) There must be a vertical clearance of at least 3ft. above the centre of each seat (to be measured with the seats uncompressed).

(7) There must be exits for passengers both on the nearside of the vehicle and at the back. The exits must have a step or steps unless the floor of the vehicle is 1ft. 5ins. or less from the ground. All exit doors must be capable of being opened from the inside as well as from the outside.

(8) There must be side windows to give adequate light for the whole interior of the vehicle, and there must be adequate ventilation.

Particulars of vehicles which are claimed to be substantially passenger vehicles seating twelve or more, but in which any of the above features is not present, should be submitted to the Commissioners through the local Officer of Customs and Excise.

Have YOU lost business

because Commercial Officers and Trade Commissioners abroad have not been informed of the names and addresses of your local representatives and were consequently unable to put prospective buyers in touch with them?

This need not happen if you send full details of your agents abroad to:
Export Services Branch, Board of Trade,
Hillgate House, 35, Old Bailey,
London, E.C.4,
or any Regional Office of the
Board of Trade.

Hydrocarbon oil duties: reliefs or rebate in respect of some uses

SECTION 6 of the Finance Act, 1964, gives the Commissioners of Customs and Excise power:

(a) to grant relief from hydrocarbon oil duty (either by duty-free delivery or by repayment of duty after use) on oils which are used as materials, solvents, etc., in the manufacture or preparation of composite products such as paints, floor coverings and rubber articles;
(b) to allow a rebate of duty, which reduces the effective rate of duty to 2d. a gallon, on light oils such as naphtha or light distillate which are used as fuel in certain furnaces;
(c) to approve persons as eligible to receive the relief and rebate referred to at (a) and (b) above.

In this connection, the Commissioners have now made the Hydrocarbon Oil Duties (Reliefs and Rebates) Regulations, 1964 (S.I. 1964, No. 1349), which took effect from September 1, 1964.

The Regulations prescribe such matters as the procedure to be followed by persons seeking approval, the conditions to be observed, the form and circumstances in which repayment may be claimed under (a) above, and the marking and colouring of the 'furnace' oils under (b) above.

The Regulations also renew the 1961 provisions as to the marking of gas oil which is to be used otherwise than as road fuel, and thus replace the Hydrocarbon Oils (Marking of Gas Oil) Regulations, 1961, in this respect.

Copies of the Regulations may be obtained from HM Stationery Office. Price 8d., by post 11d.

Customs Notice No. 184 sets out general information for *oil users* who are eligible for relief from duty under (a) above, and Customs Notice No. 185 gives guidance to *oil suppliers* concerning deliveries from bond of oils under both (a) and (b) above. Furnace operators who wish to receive rebated light oils under (b) above should apply to their local Officers of Customs and Excise, who will also supply copies of the Notices to traders likely to be concerned, and give further information on request.

Composite Goods Order 1964

THE TREASURY, on the advice of the Commissioners of Customs and Excise, have made an Order entitled 'The Composite Goods Order, 1964 (S.I. 1964: 1341)', operative from September 1, 1964. Section 6 of the Finance Act, 1964, provides for relief from duty on hydrocarbon oils used as ingredients, solvents, etc., in industrial manufacture in this country and also, as a corollary, that no hydrocarbon oil duty should be charged on imported composite goods, containing hydrocarbon oil as a part or ingredient, unless they are goods which should, according to their use, be classed with hydrocarbon oil.

The Order provides that goods which, apart from small proportions of colouring matter or additives, consist wholly of hydrocarbon oil shall be dutied on importation as if they were wholly hydrocarbon oil. It also provides that hydrocarbon oil duty at the rate of 5½ per cent of the value of the goods shall be charged on certain specified goods containing light oils. These goods are:

Tariff heading	Description
27.10(B)(1)	Preparations containing not less than 70 per cent by weight of petroleum or shale oils.
34.03(B)(1)	Lubricating preparations containing less than 70 per cent by weight of petroleum or shale oils.
38.18(B)(1)(a) }	Composite solvents and thinners for varnishes and similar products.
38.18(B)(2)(a) }	

Copies of the Order may be obtained from HM Stationery Office. Price 3d., by post 6d.

(The Treasury have also made the Import Duties (General) (No. 8) Order 1964 (S.I. 1964:1335) which, from September 1, 1964, reduces the EFTA rates of import duty on certain goods containing hydrocarbon oils so as to maintain the existing level of protection; but provides for the additional charge of any revenue duty which may be chargeable.)

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 18, 1964.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.30	Titanic chloride	Titanic chloride or titanium tetrachloride.	December 31, 1965	6550
29.01	*iso* Butane	As in previous column	December 31, 1965	2261
29.01	Cyclopropane	As in previous column	December 31, 1965	6567
29.01	Picene	As in previous column	December 31, 1965	6562
29.02	Carbon tetrafluoride	As in previous column	December 31, 1965	6569
29.22	*n*-Decyldimethylamine	Decyl dimethylamine	December 31, 1965	5689
29.22	*NN* - Dimethyl - *n* - octylamine.	Octyl dimethylamine	December 31, 1965	6500
29.31	Methanethiol	As in previous column	December 31, 1965	6568
29.35	Di - (3 - hydroxy - 4 - hydroxymethyl - 2 - methyl - 5 - pyridylmethyl) disulphide dihydrochloride.	Dipyridoxolyl - (5) - disulfide - 2HCl (pyrithioxin).	December 31, 1965	6515
29.35	1 - Methylindole - 2 - carboxylic acid.	As in previous column	December 31, 1965	6560
29.43	2-Deoxy-D-ribose	As in previous column	December 31, 1965	2710
38.19	Preparations consisting of clay and not less than 30% by weight and not more than 40% by weight of *N*-methyl-*N* : 4-dinitrosoaniline.	N - Methyl - N, 4 dinitrosoaniline dispersed in clay.	December 31, 1965	6465

Note: Withdrawal of application

Interested parties will wish to know that the application for temporary exemption from import duty in respect of the chemical covered by the following description and advertised in the *Board of Trade Journal* on the date shown has now been withdrawn:

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference	Date published
29.04	2-Ethylhexanol	As in previous column.	December 31, 1964	2498	August 7, 1964 (page 372)

Annual review of temporary exemptions from import duty

THE BOARD OF TRADE announce that they are now reviewing all temporary exemptions from import duty (mainly chemicals) that are due to expire on January 1, 1965. These exemptions were granted by the Import Duties (Temporary Exemptions) Orders specified below:

Order	Statutory Instrument
(No. 11)	1963 No. 2048
(No. 1)	1964 No. 52
(No. 3)	1964 No. 223
(No. 4)	1964 No. 377
(No. 5)	1964 No. 628
(No. 6)	1964 No. 910
(No. 7)	1964 No. 1343

A list of the good temporarily exempt from import duty also

appears in HM Customs and Excise Tariff (pages 377 to 392A). Copies of the Statutory Instruments or the Tariff can be obtained from HM Stationery Office or through any bookseller.

Except as described below, the Board of Trade propose to recommend that these temporary exemptions should be continued for a further period of twelve months, i.e. until January 1, 1966, or such other shorter period as may be warranted. The Board of Trade will not recommend continuance if:

(1) requests are received from United Kingdom manufacturers, or from United Kingdom agents of Commonwealth producers, seeking reimposition of the import duty because they will be in a position to meet a substantial proportion of the United Kingdom demand by an interim date, or

(2) the persons who applied for any exemptions notify the Board that they do not wish the exemptions to be continued.

Requests for the termination of temporary exemptions should reach the Tariff Division of the Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2515 or 2516), not later than September 30, 1964.

The Import Duties (Temporary Exemptions) (No. 7) Order 1964

THE TREASURY have made the Import Duties (Temporary Exemptions) (No. 7) Order 1964, which provides that the goods listed in Schedule 1, mainly chemicals shall be temporarily exempted from import duty, and those listed in Schedule 2, mainly chemicals, shall continue to be exemp ed from import duty until January 1, 1965 unless a shorter period is indicated against any item.

The Order came into operation on September 2, 1964, and has been published as Statutory Instruments 1964, No. 1343. Copies may be obtained from HM Stationery Office.

The Import Duty Drawbacks (No. 7) Order 1964

THE TREASURY have made the Import Duty Drawbacks (No. 7) Order 1964.

This Order provides for the allowance of drawback of import duty on the exportation of:

(a) imported dried salted split fish,
(b) specified imported rolled paper sticks.
(c) specified imported silicon carbide high temperature heating elements, and
(d) imported terminal clamps and imported terminal straps for silicon carbide high temperature heating elements,

except that for items (c) and (a) drawback of import duty is not allowable on the exportation of goods incorporating the imported articles.

The Order came into operation on September 2, 1964, and has been published as Statutory Instruments 1964 No. 1342.

Copies are obtainable direct from HM Stationery Office.

The Import Duties (General) (No. 8) Order 1964

THE TREASURY has made the Import Duties (General) (No. 8) Order, 1964.

This Order:

(1) Provides for the rates of import duty on citrus fruit juices containing not more than 20 per cent by weight of added sweetening matter to be the same as those on citrus fruit juices not containing added sweetening matter. The effect is that both the full and the EFTA rates of duty on fruit juices classified in Tariff sub-heading 20.07(A)(1)(b) are removed and both the full and EFTA rates of duty on fruit juices classified in 20.07(A)(2)(b) are slightly reduced.

(2) Reduces the EFTA rates of duty on certain goods containing hydrocarbon oils, where, following the provisions of the Finance Act, 1964, (see also notice on the Composite Goods Order 1964, S.I. 1964/1341) the revenue charge will be removed after September 1, 1964. The effect of the Order will be to maintain the existing effective rates of protection, in conformity with the U.K.'s obligation under the Stockholm Convention; the Order provides for the additional charge of any revenue duty which may in the future be chargeable.

(3) Removes both the full and the EFTA rates of import duty on certain used punched cards, tapes and other articles.

This Order came into operation on September 1, 1964, and has been published as Statutory Instruments 1964, No. 1335. Copies of the Order are obtainable direct from HM Stationery Office.

Revised fees for patents, trade marks and designs

RULES were published on August 31 under which higher fees will be charged for the renewal of patents due to expire on or after November 1, 1964; and from that date there will be a general increase in miscellaneous patent and design fees. Rules which the Board of Trade intend to make regarding trade mark fees are also published and under them the renewal, registration and most miscellaneous fees will be increased. There is no change in the fees payable on *application* for patents, designs or trade marks. The increases are designed to cover rising administrative costs and ensure that Patent Office revenue is sufficient to meet its expenses.

Copies of the Rules are obtainable from HM Stationery Office. Patents (Amendment No. 2) Rules 1964 No. 1337. Price 8d., by post 11d. Designs (Amendment No. 2) Rules 1964 No. 1336. Price 5d., by post 8d. Draft of Trade Marks (Amendment No. 2) Rules. Price 1s. 0d., by post 1s. 3d.

Notes:

The cost of the patent system is met mainly out of renewal fees payable each year of the 16 years' life of a patent. These renewal fees are being increased by amounts varying from £1 for the 5th year of the life of a patent to £10 for the final (16th) year. The new renewal fee in respect of the 5th year will be £6 and in respect of the final year £30. The trade marks renewal fee is being increased from £6 to £10 and the registration fee from £4 to £5.

New weights and measures order

THE BOARD OF TRADE have made the Weights and Measures Authorities (Metropolitan Region) Order 1964, which provides that in the new London boroughs on and after April 1, 1965, the local weights and measures authorities shall be the respective Borough Councils.

Copies of the Order (S.I. 1964 No. 1302) are obtainable from HM Stationery Office. Price 3d., by post 5½d.

Note:

The present weights and measures authority in the LCC area is the London County Council. The intention to designate the new London boroughs was announced in Parliament in the course of the debates on the Bill subsequently passed into law as the Weights and Measures Act 1963.

New and revised British Standards

RECENT BRITISH Standards are listed below. Copies are obtainable from the British Standards Institution, British Standards House, 2 Park Street, London, W.1.

	Particulars	Price
		s. d.
SPECIAL ISSUE		
Extract from B.S. 3499 Part 4A (PD 5273)	How to look after a piano	1 6
NEW BRITISH STANDARDS		
B.S. 1133	Packaging code: 1133 Section 21:1964. Transparent cellulose films, plastic films, metal foil and flexible laminates	10 0
1428	Microchemical apparatus: 1428 Part B3:1964. Nitrogen determination apparatus (non-transference micro-Kjeldahl)	5 0
1673	Methods of testing raw rubber and unvulcanized compounded rubber: 1673 Part 5/5.2-4:1964. Analysis of styrene butadiene copolymers (SBR)	4 6
2094	Glossary of the terms relating to iron and steel: 2094 Part 9:1964. Iron and steel founding	15 0
2271	Quartz oscillator crystal units: 2271 Part 1:1964. General requirements and methods of test, A4 size (4to)	10 0
2960	Dimensions of 3-phase electric motors: 2960 Part 4:1964. Slide rail dimensions	3 0
3530	1964 Small wire ropes	6 0
3534	Epoxide resin systems for glass fibre reinforced plastics: 3534 Part 2:1964. Pre-impregnating systems	6 0
3618	Glossary of mining terms: 3618: Section 5:1964. Geology	6 0
3730	1964 Methods for the assessment of departures from roundness	12 6
3740	Steel plate clad with corrosion-resisting steel	6 0
3747	Claw-to-gate distance in 8 mm. spool-loading cinematograph equipment	5 0
3749	Woven glass fibre rovings fabrics for the reinforcement of polyester resin systems	3 0
3750	Ammonium thiocyanate, photographic grade	4 6

(Continued on next page)

	Particulars	Price
3751	Potassium carbonate anhydrous, photographic grade	4 6
3752	Potassium ferricyanide, photographic grade	3 6
3753	Potassium hydroxide, photographic grade	3 6
3754	Potassium sulphite anhydrous, photographic grade	4 6
3756	Malleable iron detachable chains for agricultural and industrial machines	3 6
3757	Rigid PVC sheet: 3757 Part 1:1964. Pressed sheet	4 6
3759	Self-bonding synthetic-enamelled copper conductors: 3759 Part 1:1964. Round wire	5 0
3760	Cast gypsum panels (with core)	4 6
3761	Water rinsable and solvent rinsable paint removers	6 0
3763	The International System (SI) units	6 0
3766	Machine tool motorized centrifugal type coolant pumps	4 6
3456	The testing and approval of domestic electrical appliances: 3456 Section A14:1964. Electric firelighters	4 6
3499	School music equipment: 3499 Part 2. Woodwind instruments. Part 2A:1964. Recorders	6 0
3599/6-15	Organic pigments for paints	17 6
3758	Polyester filament ropes (hawser laid)	6 0
3762	Methods of sampling and testing detergents	42 0
3767	Schedule of sodium discharge lamps	3 6
3768	Ballasts for sodium vapour discharge lamps operating on a.c. 50 c/s supplies	6 0
3769	Copper naphthenate and copper naphthenate concentrates	6 0
3770	Zinc naphthenate and zinc naphthenate concentrates	6 0
3771	Recommendations on semi-conductor rectifier diodes (monocrystalline). A4 size (4to)	10 0
3773	Phthalic anhydride	6 0
3774	Maleic anhydride	6 0
3775	Counting trays (planchets) for radioactive assay	4 6
3776	Rescue lines for industrial workers	6 0
3778	Storey heights	2 6
NEW AIRCRAFT STANDARD		
M 28	Flat pallets for use in aircraft	5 0
NEW BRITISH STANDARDS: AUTOMOBILE SERIES		
AU 21	Dimensions of a distributor drive end	1 6
AU 22	General layout of braking connections for articulated vehicles using direct single-line vacuum system	2 0
AU 23	General layout of braking connections for articulated vehicles using two-line air pressure system	3 0
AU 24	Towing connections for trailers of 2-5 tons gross weight	3 0
AU 25	Towing hook for use between trailers of 5-14 tons gross weight and towing vehicle	2 6
AU 26	Towing jaw for use between trailers of 5-14 tons gross weight and towing vehicle	2 0
AU 27	Towing hook for use between trailers of 5-35 tons gross weight and towing vehicle	2 6
AU 28	Towing jaw for use between trailers of 5-35 tons gross weight and towing vehicle	2 0
AU 29	Drawbar eyes and forecarriage pins for connections between trailers of 5-35 tons gross weight and towing vehicle	2 0
AU 30	Dimensions of standard automotive roller type coupling for semi-trailers up to 12 tons payload	1 6
REVISED BRITISH STANDARDS		
785	Hot-rolled bars and hard-drawn wire for the reinforcement of concrete: 785 Part 2:1964. Hard-drawn mild steel wire	4 0
903	Methods of testing vulcanized rubber: 903 Part A24:1964. Dynamic testing of vulcanized rubber.	10 0
1044	Gauge blanks: 1044 Part 1:1964. Plug, ring and caliper gauges. (A4 size (4to)	30 0
1139	Metal scaffolding	10 0
1428	Microchemical apparatus: 1428 Part B1:1964. Nitrogen determination apparatus (micro-Kjeldahl)	5 0
1815	Enamelled and cotton covered copper conductors (oleo-resinous enamel): 1815 Part 1:1964. Round wire	6 0
1902	Methods of testing refractory materials: 1902 Part 2A:1964. Chemical analysis of high silica and aluminosilicate materials	0 10 6
2934	Flat-driving chains for revolving-flat carding engines	3 0
3203	Glossary of paper, stationery and allied terms	10
C39	Covered electrodes for the manual metal-arc welding of mild steel and medium-tensile steel	7 6
709	Methods of testing fusion welded joints and weld metal in steel	10 0
903	Methods of testing vulcanized rubber: 903 Part B14:1964. Determination of carbon black (replacing Part 7 of B.S. 903:1950)	6 0
1494	Fixing accessories for building purposes: 1494 Part 1:1964. Fixings for sheet, roof and wall coverings	10 0
1501	Steels for fired and unfired pressure vessels. Plates A4 size (4to)	25 0
1907	Industrial overalls for general purposes	7 6
2593	Rotary drill rods and tungsten carbide tipped rotary drill bits for dry drilling, principally in coal	6 0
2769	Portable motor-operated tools	12 6
2921	Sizing and making-up of overalls and uniforms for the medical and nursing professions and for hospital domestic staffs.	7 6
3235	Test methods for bitumen	12 6
3402	Quality of vitreous china sanitary appliances	6 0
CODES OF PRACTICE		
Supplement No. 1:1964 to CP 327.201: 1960 (PD 5282)	The reception of UHF television broadcasting	2 6
REVISED CODE OF PRACTICE		
CP 327	Telecommunication facilities in buildings: CP 327 Part 3:1964. Sound distribution systems (revision of CP 327.300)	20 0
REVISED AIRCRAFT STANDARDS		
2 S 114	Manganese-molybdenum steel (55/65 tonf/sq. in.; limiting ruling section 2½ in.)	2 6
2 S 93	'40' carbon steel (normalized) (35/45 tonf/sq. in.; limiting ruling section 6 in.)	4 0

Selling to Sweden and Finland

THE FOURTH in a series of 'export club luncheons' organized by the Birmingham Chamber of Commerce is being held on September 10. It will emphasize the opportunities for selling industrial goods to Sweden.

Previous meetings have covered the prospect for United Kingdom goods in Sweden and Finland following the Chamber's recent trade missions to these two countries.

'Economic Trends' for August

THE AUGUST 1964 issue of 'Economic Trends', published September 1 (HM Stationery Office, price 6s.) contains two articles, one by the Treasury on short-term economic forecasting in the United Kingdom, the other by the Ministry of Agriculture, Fisheries and Food on developments in the feedingstuffs manufacturing industry and in the production and ultilization of concentrated feedingstuffs since 1953. Figures of external sterling liabilities (net) at the end of June 1964 are also published in the August issue.

Official Receiver in bankruptcy—Southend

THE address and telephone number of the Official Receiver, Southend, will be Carby House, 73 Victoria Avenue, Southend-on-Sea, Essex. (Tel. Southend 41316/7), from September 28.

Jute goods: import policy

IN AUGUST 1963, the Board of Trade announced certain changes in the arrangements for the import of jute goods and stated that an inquiry would be set up to advise the Government on possible alternatives to certain other proposals (affecting jute goods imported from India and Pakistan through the Jute Control) which were, in consequence, being deferred for a year.

The announcement (see *Board of Trade Journal* of August 16, 1963, page 328), said:

> 'At the request of the industry it has been agreed that, in respect of the "equated goods . . . the replacement of the present system of protection (whereby imported goods are resold by the Jute Control at prices similar to those of like British products) by a uniform percentage mark-up should be deferred for an interim period of a year, and that an inquiry should be set up to advise the Government on possible alternatives to a uniform percentage mark-up. If this inquiry does not produce satisfactory alternative proposals, a uniform percentage mark-up will be introduced in a year's time for the 'equated' and 'excluded' categories of goods." It should be noted that the uniform percentage mark-up referred to in the announcement was to be reduced year by year.'

The inquiry, with a membership comprising representatives of both sides of the Jute industry, of merchants and of officials, held a series of meetings between November 1963 and August 1964 to consider proposals on which arrangements might be based which would have regard to the Jute industry's contribution to employment in Dundee and district, and at the same time take account of HM Government's general commercial policy and international obligations. The Working Group has completed its task, and Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development and Mr. Michael Noble, Secretary of State for Scotland, have expressed to members of the inquiry their thanks for the time and effort they have devoted to their task and their appreciation of the results they have achieved.

In suggesting alternatives to the Government's proposals for the consideration of the inquiry, the industry was asked to bear in mind that to be acceptable an alternative must be no less liberal in effect than the Government's proposals of the summer of 1963. The industrial members of the inquiry agreed to work under these terms so long as it was understood that this was not taken as implying their endorsement of them.

The Secretary of State has now considered the results of the inquiry in consultation with the Secretary of State for Scotland, and has decided to introduce forthwith revised arrangements for

the jute goods at present imported by the Jute Control.

The alternative put forward in the course of the inquiry by the industry, and subject to their general reservation above, was broadly, that certain cloths (of the greatest long-term interest to the Scottish industry) should retain a constant long-term mark-up, instead of, as in the Government's earlier proposals, a diminishing mark-up that a further range of cloths should be subject to an annually diminishing mark-up; and that certain cloths of particular interest to India and Pakistan and to British sack-merchants and consumers should cease to be protected against India and Pakistan. (These cloths represent only a limited part of Dundee's production.)

In addition, the alternative provided for the mark-up to include an element which would be varied periodically by reference to changes in the relationship between the prices of raw jute and of imported jute goods. The Board of Trade have decided that initially a variable element, of the kind envisaged, should be included in the mark-up of goods will receive tapering protection, to ease the transition from the present system of selling such goods at prices similar to those charged by the domestic industry for like goods to protection by a fixed mark-up; the annual reduction in the protection will be achieved by reducing the variable element.

The detailed arrangements which have applied to cloths and yarn and bags and those now being introduced are given in the attached Annex. The Government will review the effect of the new arrangements in 1967, with the special object of examining the need for continuing the variable mark-up.

As regards imports from other countries (apart from the Irish Republic and the Eastern Area to which special conditions apply), there is a quota covering the types of cloth and bags which when imported from India and Pakistan, are sold at enhanced prices by the Jute Control. Imports from these other countries of the types of goods now being returned to private trade when imported from India and Pakistan will be licensed freely outside the quota.

Discussions on technical points arising from the changes will take place, as necessary, with interested parties.

Notes:

The jute industry, in the interest of employment in Dundee, is protected against competing imports from India and Pakistan; the Jute Control is the sole importer of such goods, the greater part of which it re-sells at enhanced prices. Since last summer one category has been sold with a 10 per cent mark-up, a further category continues to be sold at prices similar to those charged by the domestic industry for like products, and a further range of goods (on which imports were permitted for the first time last year) has been sold with a mark-up of 50 per cent (or the Dundee price, whichever was the lower).

No formal terms of reference were laid down for the inquiry. It consisted of representatives of both sides of the jute industry, of jute goods merchants and of Government departments. At an early stage in the consultation with the industry in the summer of 1963, representatives of the jute manufacturers had said that given time they should be able to put forward suggestions more likely to lead to a viable and competitive jute industry than those then proposed by the Government. In suggesting alternatives the industry was asked to bear in mind that to be acceptable an alternative must be no less liberal in effect than the Government's own deferred proposals. Officials participated only to assist the industry in assembling relevant supporting material and to advise on Her Majesty's Government's international and commercial policies.

The Report of the inquiry is not being published.

This announcement will provide a stable basis on which the Scottish jute industry can plan its future. As far as the general situation in Dundee and district is concerned, the rate of unemployment in Dundee and Broughty Ferry is comparatively low. Some 2,000 jobs in new and expanding industries are already in prospect. Nevertheless Dundee remains a Development District and new and expanding industry is eligible for all financial inducements under the Local Employment Acts. By the end of July 1964, assistance of some £1¼ million had already been offered, representing some 2,400 jobs.

The international obligations to which the Government has to have regard are our trade agreements with India and Pakistan (the arrangements for selling competing imports at enhanced prices by the Jute Control frustrate the access to this market which those countries are entitled to expect), and our obligations as a member of the EFTA and of the GATT.

The variable element which is being embodied in the arrangements represents the 'gap' between the prices for raw jute and for imported jute goods at a selected base date; the basic percentage would be 10 per cent and this would be subject to change, as necessary, to take account of movements in raw jute and imported jute goods prices.

Jute goods: imports from India and Pakistan

	Pre-August 1963	Present treatment	Revised arrangements
1. Yarn	Jute Control did not hold stocks, but imported yarn against specific orders; no mark-up applied.	No change	No change
2. Heavy bags, common sacking and woolpacks.	Imported by the Jute Control and sold without mark-up.	Returned to private trade in 1963.	No change
3. Common hessian cloth, mainly used for bag-making.	Sold by the Jute Control with 20 per cent mark-up.	Sold by Jute Control with mark-up of 10 per cent (introduced on August 16, 1963).	Range widened by the addition of some goods from categories 4 and 5. Mark-up eliminated on September 1, 1964; being returned to private trade as soon as practicable.
4. 'Equated' cloths . . .	Sold by the Jute Control at prices similar to those of like Scottish products.	No change	Protection to be based on a mark-up of 35 per cent fixed element plus a variable as soon as practicable; with effect from September 1, 1965, 35 per cent and three-quarters of the variable and from September 1, 1966, 35 per cent and half of the variable.
5. Cloths not in the Jute Control's range before August 1963.	Not imported	Imported by Jute Control; 50 per cent mark-up (or Dundee price if lower).	45 per cent mark-up with effect from September 1, 1964.
6. New sacks and bags (other than heavy bags).	Certain types only imported . .	All types can be imported subject to mark-up of 50 per cent.	The mark-up applicable to category 4.

Notes:

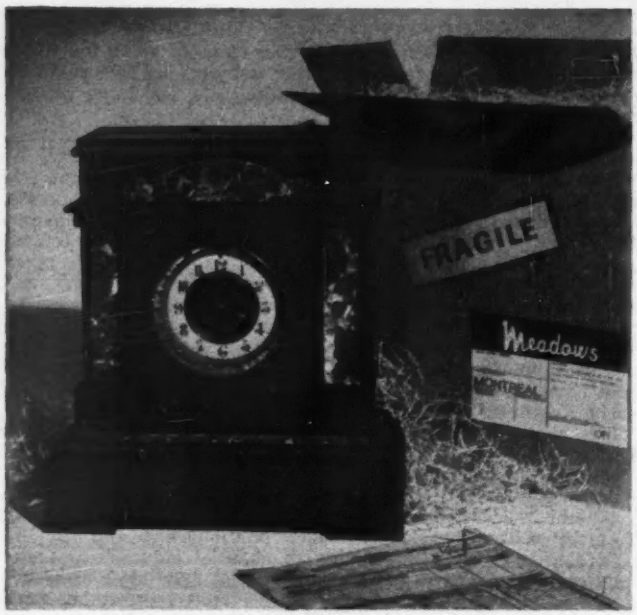
(i) Since August 1963 Category 3 has comprised hessian cloths 36 in. to 45 in. wide weight in proportion to 10 oz. 40 in. per linear yard; under the revised arrangements it will comprise cloths up to 45 in. wide weight in proportion to 7½ oz. 40 in. to 10 oz. 40 in. per linear yard.

(ii) Category 4 under the revised arrangements will comprise hessian over 45 in. to 72 in. wide weight in proportion to 7½ oz. 40 in. to 10 oz. 40 in. per linear yard.

(iii) At the base date (2nd quarter, 1964), the variable element, taking account of the relationship between the prices of raw jute and of imported goods, would be 10 per cent.

(iv) The cloths being returned to private trade (Category 3) represent over three-quarters of the Jute Control's sales.

(v) Some two-thirds of Dundee and district production of cloth is in the Category 5 goods, which will have the non-reducing level of protection.



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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,949	—	16,034	15,212	15,212	9,095	3,478	922	688	591	1,205				
1959	103	105	106	105	104	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	119	110	127	129	114	+392	+520	+48	+37
1961	112	114	122	115	111	100	129	130	135	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	128	119	130	140	124	+113	+ 33	+22	+40
1963	116	119	134	128	117	103	129	107	131	144	132	+135	+ 89	+15	+27
1962 4th quarter	113	115	130	124	114	101	126	111	127	137	124	+ 10	— 9	+ 9	+25
1963 1st quarter	112	113	129	124	113	101	115	104	126	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	128	109	128	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124	138	131	119	105	139	109	140	166	144	+147	+ 75	+28	+41
1964 1st quarter	120	126	141	133	120	106	144	115	143	176	151	+ 95	+ 94	— 4	+ 3
2nd quarter		126•				105									
1964 January	..	126	..	..	..	107	..	..	..	..	..	..	..	..	..
February	..	126	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..	126	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	126	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	126•	..	..	..	104	..	..	..	..	..	..	..	..	..
June	..	126•	..	..	..	104	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS				LABOUR						IM-PORTS	EX-PORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices	
	at 1958 prices														
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,743	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962 4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963 1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	+ 6
1964 1st quarter	140	121•	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 62
2nd quarter	152•	126•	125·5	+2·8	107·9•	125·0•	147·4	355	— 90	—58	230	+48	+33	147	133	
1964 January	136	119•	123·0	+1·9	107·5	123·7	145·4	471	+ 24	+41	166	+11	— 1	146	123	..
February	137	121•	123·1	+1·2	108·2	123·9	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March	140	121•	123·6	+1·5	108·1	124·3	146·2	413	— 38	—19	202	+24	+10	145	141	..
April	146•	123•	124·7	+2·0	108·1	124·8	146·7	394	— 19	—20	212	+10	+14	146	127	..
May	150•	126•	125·7	+2·9	107·6•	125·0•	147·4	357	— 37	—23	227	+15	+ 9	144	140	..
June	152•	126•	126·2	+3·4	107·9•	125·1•	148·2	315	— 42	—33	251	+24	+13	152	132	..
July			126·2	+4·0	107·9•	125·2•	148·8	303	— 12	—15	250	— 1	+ 3	138	125	..
August								314	+ 11	+10	239	—11	— 9			

† NOT seasonally adjusted. • Provisional.

Increase in investment by private pension funds

TOTAL net investment of private pension funds in the second quarter of 1964 is estimated at £56·0 million, slightly more than in the preceding quarter. In the first six months of the year, the pension funds have added £111 million to their assets, 12 per cent more than in the corresponding period of 1963.

The table below shows that the pension funds have continued as net sellers of Government securities, although sales of £4·3 million in the second quarter were well below the levels of the previous six months. Net investment in company securities amounted to £49·8 million, with a rather smaller proportion in debentures than in previous quarters. Holdings of cash and short-term assets rose by £4·9 million.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and of non-profit making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always exactly equal to the sum of their components because of rounding; similarly, the figures of net investment are not always exactly equal to the difference between the rounded figures of the value of assets acquired and assets realized. For a further description of the statistics, see *Board of Trade Journal*, July 10, 1964.

Investments in assets by private pension funds.[1]

£ million

ASSETS	NET INVESTMENT 1963 1st quarter	1963 2nd quarter	1963 3rd quarter	1963 4th quarter	NET INVESTMENT 1964 1st quarter	TRANSACTIONS 2nd quarter, 1964 Assets acquired	Assets realized	Net investment
Public sector securities:								
British government and government guaranteed securities:								
Period to maturity:								
Up to 5 years					— 3·5	5·9	4·2	+ 1·6
Over 5 and up to 10 years					— 3·5	4·5	4·4	—
Over 10 and up to 15 years	— 2·1	— 4·1	— 0·7	—10·3	— 0·1	1·6	2·4	— 0·8
Over 15 years					— 8·6	32·2	37·0	— 4·9
Undated					+ 1·2	4·4	4·6	— 0·2
United Kingdom local authority, etc., securities:								
Quoted:								
Period to maturity:								
Up to 10 years					+ 1·6	0·7	1·3	— 0·7
Over 10 and up to 15 years	+ 0·5	+ 2·9	+ 7·2	+ 3·7	— 0·2	2·1	1·9	+ 0·3
Over 15 years and undated					+ 1·3	2·3	2·0	+ 0·3
Unquoted	+ 0·9	— 0·2	+ 0·4	+ 0·2	+ 0·6	2·9	1·2	+ 1·8
Total of public sector securities	— 0·6	— 1·4	+ 6·9	— 6·3	—11·2	56·6	59·0	— 2·5
Other assets:								
Company securities:								
Ordinary shares	+28·6	+32·7	+32·9	+40·1	+35·4	50·7	11·4	+39·3
Preference shares	+ 0·7	+ 0·7	— 0·5	+ 0·6	+ 0·6	1·3	0·7	+ 0·6
Debentures, etc.	+14·0	+10·4	+11·6	+21·3	+14·7	13·5	3·7	+ 9·9
Mortgages and loans	+ 1·2	+ 0·4	+ 0·2	+ 1·5	+ 1·9	2·1	1·4	+ 0·7
Overseas government, etc., securities	— 0·5	— 0·2	— 0·7	+ 1·7	— 0·6	1·0	2·2	— 1·2
Other investments	+ 5·0	+ 3·3	+ 4·8	+ 4·6	+ 2·1	4·6	0·3	+ 4·3
Total of other assets	+49·0	+47·3	+48·3	+69·8	+54·1	73·2	19·6	+53·6
Total transactions	+48·4	+45·9	+55·2	+63·5	+42·8	129·7	78·6	+51·1
						BALANCES March 31, 1964	BALANCES June 30, 1964	
Cash and other short-term assets:								
Cash in hand and with United Kingdom banks					—10·0	25·7	28·1	+ 2·4
United Kingdom local authority bills and temporary money	+ 0·5	+ 4·3	— 4·7	+ 1·4	+14·5	26·9	29·1	+ 2·2
Other short-term assets					+ 1·6	23·5	24·2	+ 0·6
Less short-term liabilities					+ 6·0	10·2	10·5	— 0·3
Total net cash and other short-term assets	+ 0·5	+ 4·3	— 4·7	+ 1·4	+12·2	65·9	70·8	+ 4·9
Total net investment	+48·9	+50·1	+50·5	+64·9	+55·0			+56·0

(1) Excluding funds of co-operative societies the net addition to which is estimated at £2 million per quarter, mainly invested with parent societies. The figures include estimates for other private pension funds not contributing to the quarterly inquiries.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, August 28, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Makers' Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
A Shot in the Dark	United Artists Corp. Ltd.	Mirisch Films Ltd.	Br/E 29687	100	August 25
Look at Life Series 22:					
Bookies at the Crossroads	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29690	9	August 28
Look at Life Series 23:					
Ups and Downs	" "	" "	Br/E 29691	9	August 28
Movietone News 1837A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29692	8	August 28
Movietone News 1838	" "	" "	Br/E 29693	8	August 28
Pathe News 64-69	Warner Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 29544	8	August 28
Pathe News 64-70	" "	" "	Br/E 29545	8	August 28
		FOREIGN			
Yesterday, Today and Tomorrow	Paramount Film Service Ltd.	Champion Films, Rome, and Les Films Concordia, Paris.	F 29686	118	August 24
The Crawling Hand	Regal Films International Ltd.	Joseph F. Robertson Productions	F 29688	88	August 27
The Haunted and the Hunted	" "	The Filmgroup Incorporated	F 29689	73	August 27

Assets and liabilities of hire purchase finance companies in June

UNDER the influence of seasonally high business in motor cars, hire purchase and other instalment credit, paper held by hire purchase finance companies expanded during the second quarter to a total of £752 million at the end of June, compared with £693 million three months earlier. £706 million of the end June total was direct debt, while amounts owing by retailers under block discounting arrangements were £46 million, as noted in the article discussing the monthly hire purchase and other instalment credit statistics for June which appeared in the *Board of Trade Journal* of August 14, 1964 (page 337). Of the combined total of £752 million, £81 million (nearly 11 per cent) was attributable to unearned finance charges, much the same proportion as at the end of March.

A further increase was shown in the second quarter in 'other advances and loans', the main asset after hire purchase paper. The total of other advances and loans was £99 million at the end of June, compared with £93 million at end March and £63 million in June 1963. Loans to motor car dealers for financing stocks of vehicles are an important element of this figure.

The main source of finance among the selected liabilities covered by the inquiry was deposits, amounting to £481 million, £69 million more than at the end of March. Other sources were issued capital and reserves of £152 million, money raised by discounting bills with United Kingdom banks and discount houses of £85 million and borrowing from United Kingdom banks (other than as deposits) of £84 million.

The principal source of deposits was United Kingdom non-financial companies, deposits by whom, after showing a slight fall at the end of March, rose to a new peak of £196 million. Deposits by United Kingdom banks also expanded sharply – from £85 million at the end of March to £105 million at the end of June.

Selected assets and liabilities of finance companies

£ million

Selected assets	Holdings at					
	Mar. 31, 1963	June 30, 1963	Sept. 30, 1963	Dec. 31, 1963	Mar. 31, 1964	June 30, 1964
Assets with United Kingdom financial institutions other than banks	—	4	15	9	14	11
Trade investments and investments in unconsolidated subsidiaries	26	29	31	32	35	37
Other securities	9	14	22	19	15	19
Hire-purchase, credit sale and other instalment credit outstanding (1)	613	640	658	659	693	752
Other advances and loans	63	63	67	77	93	99
Total of Selected Assets	711	750	793	796	850	918
Selected liabilities						
Bills discounted with United Kingdom banks and discount houses	59	68	58	62	72	85
Deposits by:						
(a) United Kingdom banks	52	69	67	71	85	105
(b) Other United Kingdom financial institutions	40	39	33	30	43	54
(c) United Kingdom non-financial companies	122	144	174	175	164	196
(d) Other United Kingdom residents	36	38	40	42	48	53
(e) Overseas residents	82	79	77	72	72	73
	—	—	—	—	—	—
Total deposits	332	369	391	390	412	481
Other borrowing:						
(a) United Kingdom banks (net) (2)	85	81	82	85	90	84
(b) Other United Kingdom financial institutions	7	7	6	6	7	7
(c) United Kingdom non-financial companies	1	1	1	1	1	1
(d) Other United Kingdom residents	6	7	7	8	8	7
(e) Overseas residents	—	1	1	1	1	2
	—	—	—	—	—	—
Total other borrowing	99	97	97	101	107	101
Unearned finance charges	64	68	70	71	76	81
Issued capital and reserves (3)	142	142	151	151	153	152
Total of Selected Liabilities	696	744	767	775	820	900

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— indicates less than £0·5 million.

Retail sales in Northern Ireland in June

STATISTICS prepared by the Ministry of Commerce show that the total value of retail sales in June was 5 per cent higher than a year earlier, compared with increases of 5 per cent in May and 2 per cent in April. The second quarter as a whole showed an increase of 3 per cent on the corresponding year earlier period, compared with 8 per cent for the first quarter.

Food shops and household goods shops showed an increase in June of 9 per cent and 3 per cent respectively on a year earlier, while clothing and footwear shops showed a decrease of 2 per cent on the previous year.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 2871, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1962 Year	103	+ 3	105	+5	100	Nil	104	+ 4	101	+ 1
1963 Year	107	+ 4	110	+4	106	+ 6	107	+ 2	102	+ 2
1963 Third quarter	104	+ 4	107	+3	100	+ 8	108	+ 8	102	+ 3
Fourth quarter	121	+ 4	116	+5	132	+ 5	121	+ 4	123	+ 1
1964 First quarter	105	+ 8	114	+7	95	+ 7	104	+ 9	96	+11
Second quarter	109	+ 3	115	+4	104	Nil	106	+ 4	103	+ 5
1963 August	105	+ 3	108	+2	103	+ 8	105	— 2	103	+ 1
September	106	+ 7	109	+5	104	+12	116	+20	99	+ 2
October	109	+ 5	111	+5	112	+ 5	117	+ 5	100	+ 2
November	117	+ 3	115	+4	131	+ 2	126	+ 3	108	+ 2
December	138	+ 4	123	+4	152	+ 9	120	+ 4	160	Nil
1964 January	102	+ 8	110	+5	91	+ 8	107	+21	94	+10
February	106	+10	115	+7	93	+ 8	118	+21	94	+12
March	106	+ 6	117	+9	100	+ 6	87	—14	99	+11
April	104	+ 2	112	+4	94	— 4	99	+ 6	97	+ 1
May	116	+ 5	119	+5	119	+ 4	115	+ 3	107	+ 8
June	110	+ 5	119	+9	99	— 2	105	+ 3	106	+

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Electric Lamps for June 1964.
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Soap and Synthetic Detergents for April-June 1964.

Overdrafts of the nationalized industries

THE BANK overdrafts of the nationalized industries at August 19, 1964, totalled £87·5 million, of which £75·7 million were from the clearing banks and £11·8 million from the Scottish banks.

THE CONSUMER COUNCIL'S ADDRESS

The Consumer Council, set up by the Government in March 1963 as a result of the recommendation of the Molony Committee on Consumer Protection, has its offices at 3 Cornwall Terrace, N.W.1 (Tel. Hunter 1658 and 1659) and all correspondence and inquiries should be directed there. The Council should not be confused with the Consumer Advisory Council of the British Standards Institution, Orchard House, Orchard Street, W.1, which used to publish 'Shopperr Guide' but no longer exists. The address which appears in the current London telephone directory is incorrect.

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
Sept. 16 .	The sale will include 100-120 huts (barracks and classroom type).	Royal Air Force Station, Compton Bassett, Calne, Wilts.	Thompson Noad & Phipp, 39 Market Place, Chippenham, Wilts. (Tel. Chippenham 2271-2).
Sept. 17 .	T.2 hangar and 22 acres of land with development possibilities for light industrial use.	Mepal Airfield, Ely, Cambs. . . .	G. Comins & Son, 3 Chequer Lane, Ely. (Tel. Ely 2265).
Sept. 24 & 25	The sale will include miscellaneous stores and equipment.	Royal Air Force, Aird Uig, Timsgarry, Isle of Lewis.	Angus MacDonald Ltd., Stornaway, Isle of Lewis.
Sept. 29 .	The sale will include timber, Nissen, and Seco huts, brick and concrete buildings, lamp standards, telegraph poles, 6 x 12,000-gallons fuel tanks, these are at Folkingham only, and miscellaneous stores.	Royal Air Force Station, Folkingham, and Melton Mowbray.	Escritt & Barrell, Elmer House, Grantham. (Tel. Grantham 1035).
Oct. 7 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
Oct. 29 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
Nov. 5 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

SALE BY TENDER

Tenders are invited for the purchase, dismantling and removal of 16 gantries from Royal Air Force Station, Manston, Kent. Apply within seven days of the date of this advertisement to Ministry of Defence (AFC.19a (Air)), Turnstile House, London, W.C.1, for tender forms.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
Sept. 10 .	Machine tools, M.T. spares and tyres, electrical and miscellaneous stores.	Rotherwas, Hereford	Russell, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel.: Hereford 4366).
Sept. 15 .	Machine tools, M.T. spares, tyres and miscellaneous stores.	Barlow, near Selby, Yorks. . . .	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds 2. (Tel.: Leeds 20898).
Sept. 17-18 .	Vehicles, textiles, clothing and miscellaneous stores.	Bowhouse Depot, Hurlford, by Kilmarnock, Ayrshire.	Dixon & Wallace Limited (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel.: Bridgeton 2447).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

TENDER SALE:

(1) 'Tecalemit' 5-ton lift; (2) 'Tecalemit' 10-ton lift.

Location: Central Ordnance Depot, Chilwell, Beeston, Nottingham.

Application for tender forms should be made to Ministry of Defence, Directorate of Sales, 4 (b) (ii), First Avenue House, High Holborn, W.C.1.

Tender forms must be returned by 10 a.m., September 30, 1964. Permission to view on production of tender form only.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

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„ „	Bldg. III, Northern Area	„
MANCHESTER	Corn Exchange Buildings	'STONWIN'
„ (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
„ (Airport)	Building 66, Renfrew	„
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
„ (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
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BREWEX . . . is supported by some 200 exhibitors occupying 250,000 square feet of floor space in the Empire and National Halls, this year's exhibition surpassing all previous exhibitions in the series in variety, scope and appeal.

BREWEX . . . attracts thousands of brewers, bottling managers, chemists, engineers, hoteliers, purchasing officers and soft drinks manufacturers from all parts of the United Kingdom and overseas.

BREWEX . . . provides an unrivalled opportunity to assess the newest advances and latest developments in brewing and soft drinks manufacture, covering every phase of production, bottling, packaging and distribution.

BREWEX . . . caters for specialist needs in every branch of the brewing and soft drinks industry, products on display including barley, hops, malt, bar fittings, beer engines, essences, fruit juices, bottling and washing machinery, brewing plant, labellers, pasteurisers, bottles, cases, casks and corks.

BREWEX . . . enables visitors to inspect and compare exhibits conveniently, comfortably and in ideal surroundings and provides a unique occasion for the renewal of old acquaintanceships and the interchange of ideas.

TECHNICAL SESSIONS Two technical sessions, organised by the Brewery and Bottling Engineers Association, will be held in a self-contained lecture theatre within the exhibition. Two lectures "Practical and Commercial Developments in Continuous Brewing" and "Some of the Problems connected with high-speed Bottling" will be followed by discussion.

COMPETITIONS Feature of the exhibition will be the competitions for United Kingdom bottled and draught beer, bottled stout, lager, soft drinks, hops and malting barley. New competitions for Spanish Sherry and Portuguese Port and Madeira and a competition for bottled beers open to brewers in the British Commonwealth are also being staged.

OLYMPIA – LONDON
5-9 OCTOBER 1964

Daily 10 a.m. to 6 p.m.

Further information from:
The Trades' Markets and Exhibitions Limited,
Commonwealth House,
1-19 New Oxford Street, London, W.C.1.
Telephone: CHAncery 9011

Exhibitions and Fairs

'British Weeks' are vital for exporters

by the Honourable Gordon W. N. Palmer, Managing Director of Huntley and Palmers Ltd.

DURING the last week of May the population of Düsseldorf had the unique experience of viewing and purchasing a wide range of goods displayed by more than six hundred British firms (see *Board of Trade Journal* of May 29, 1964). Immediate reactions were that this event had been an outstanding success. In terms of goodwill and greater receptivity to British exports there is no doubt that it achieved a great deal. Yet the sorry fact remains that of the vast number of British firms who could benefit from participating in this kind of promotional effort only a very small proportion actually do so. It is to the unconverted then, that this article is primarily addressed.

What needs to be emphasized at the outset is that a British Week (or Fortnight) is not at all the same thing as a trade fair or exhibition. There is no question of renting floor space or manning stands. Instead the aim is to encourage retailers in a particular foreign town or shopping centre to stock an increased variety and volume of British goods and give them a special display during a short concentrated period. At the same time a programme of attractive supporting events with a typically British 'flavour' is organized in such a way as to generate an atmosphere of festivity and to maintain the interest of all sections of the buying public during the Week. Basking in this British climate for seven days the foreign customer begins to *think* British and *buy* British!

The first question that any exporter who is a stranger to British Weeks will want to ask is 'What is it going to cost?' The answer is that it costs very little indeed. The main task of organization and preparation is undertaken by the Board of Trade, who provide the shops with display material and decorations. Nor are British firms called upon to finance the various promotional activities which take place before and during the Week. The only expense a firm incurs is that of additional publicity to boost its own products. How much a participator ought to spend on advertising and point of sale material is of course entirely up to him, but he clearly has a great deal to gain from making the most of the opportunity.

For those firms already established in the market, participation in a British Week entails little more than an extension of their existing marketing and merchandising operation, while enabling them to bring their products to the attention of an important part of the market in a more persuasive manner than is normally possible through the usual advertising media.

Board of Trade help

Some firms, however, will not be already established and they will probably have to do some spade work to establish sales and distribution in advance of a British Week or Fortnight. In many instances these Weeks have provided the most opportune moment for firms to start operations. In such cases the Board of Trade gives invaluable help by putting British firms in touch with stores requiring British goods, and by organizing a Samples Display in advance of the Week. This useful preview gives store buyers ample opportunity to order the goods they want.

While it may not be absolutely essential for representatives of British firms to attend the Week in person, it is obviously a great advantage if they can be present for at least some of the time. Export markets, although frequently expressed in statistics, do after all consist of people and there is no better way of getting to know your market than by meeting your customers and discovering at first hand their likes and dislikes. This emphasis on personal contact has always been an important element in British Weeks and Fortnights, and I am sure it has had a great deal to do with their success.

There is no set pattern for these events and the approach so far has been entirely empirical. I doubt whether a single successful formula could ever be devised, for every venue chosen by the organizers poses its own peculiar problems. One thing, however, is certain – the idea works, and it works well. No other country in the world has come up with anything to rival the British Weeks as a means of collective export promotion. The Düsseldorf Week, organized jointly by the Board of Trade and the Export Council for Europe, marked a new departure, for whereas previous Weeks have tended to run concurrently with major trade fairs, this event was unconnected with any other British promotion and yet was an outstanding success in its own right.

850 British firms for Denmark 'Week'

Preparations are now in hand for the next of these 'new-style' British Weeks. This will be in Denmark on September 25 of this year, and will embrace not only the capital city of Copenhagen but also Odense, Aarhus and Aalborg. So far over 850 British firms have expressed interest in this promotion. At about the same time there will of course be a British Fortnight in Sydney to coincide with the great British Exhibition in Australia. Next year a British Fortnight in planned for Tokyo in conjunction with the British Industrial Fair in September/October. There will also be two British Weeks, one in Amsterdam next May and one in Milan next October.

British firms who have already taken advantage of British Weeks need no convincing as to their usefulness. Experienced exporters have found in them a valuable means of increasing sales and widening the range of their products while those who are seeking a foothold in overseas markets have welcomed this unique method of making themselves known.

In conclusion may I say this: a British

Mr. Peter Blair (right), special director, S. Smith and Sons (England) Ltd., discussing with Mr. Frank Shaw, director and general manager, S. Smith and Sons (Australia) Pty. Ltd., details of the Smiths stand which will be at the forthcoming British Trade Fair, Sydney. The stand will be used to display a wide range of products covering motor, marine, aviation, industrial and medical applications and also clocks, watches and domestic appliances for the home.

Week is an important first step but it is not an end in itself. Its success can only be measured in the long-term and depends ultimately on the willingness and determination of participants to exploit the opportunities opened up and follow them through. It will be interesting indeed to see how many new markets for British goods will offer themselves in Italy and the Netherlands next year as a result of the proposed British Weeks. There might be something in it for *you*!

The author of this article is chairman of the Fortnights Panel of the Federation of British Industries Exports Promotion Policy Committee, 21 Tothill Street, London, SW1. Tel. Whitehall 6711.

Building on a success

A report from the Export Council for Europe

AS A FORM of merchandising show houses have long proved their worth in Britain and have helped to increase sales not only of prefabricated houses, but of cookers, curtaining, carpeting – almost all the hundred and one products needed in the home.

Selling these separate products to overseas markets is of course successfully carried out by normal methods. The extent, however, to which Continental interest in domestic equipment can be stimulated by relating the individual products to a unified whole, a complete house ready for occupation, was clearly demonstrated at the British Week in Dusseldorf last May.

More than 300,000 West Germans saw the show house which had been arranged as a central feature at Dusseldorf through the initiative of the 'Ideal Home' magazine with the co-operation of the Board of Trade, the Export Council for Europe and the 100 or so British manufacturers who contributed furnishings and fittings.

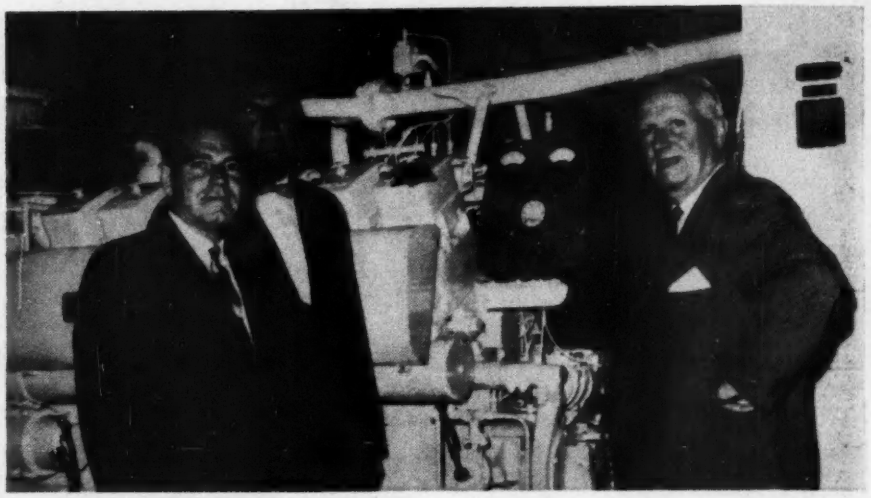
The German visitors were impressed by the high standard of workmanship, planning and architectural design of the building itself (a prefabricated Colt Cedar House), and by the fact that its estimated overall cost, including cellar and legal charges, was below German market prices for similar dwellings.

The house had star billing in the Europahalle, the focal point of the Week in Dusseldorf, and the fact that replicas of almost all its contents were available for direct purchase at numerous shops and stores was found to be an excellent stimulus to sales.

Furnishing items which attracted special German notice included wall-to-wall carpeting, carpeted bathroom (a novelty in Germany), matched blue sanitary fittings (nearly always plain white in Germany), a waste-disposal unit in the kitchen and overall matching wallpaper designs. German visitors accustomed to think of Britain as a land of thatched cottages and primitive plumbing were surprised by the modern touch not only in main furnishings but in the display as a whole – a complete house with all the fittings down to nail varnish in bedrooms, flowers and fruit in bowls and tables laid with up-to-date British cutlery and china.

Orders followed. One pottery firm, Portmerion, was visited promptly by a representative of the large Karstadt store with an order for several thousand pounds' worth of stocks to be put on sale in Karstadt's numerous branches all over West Germany.

The G-Plan have since reported 'an extraordinary sales increase in the area.' W. Howarth, lamp and lampshade makers, obtained useful direct contact with German retail outlets, and the carpets shown in the house sent buyers straight to the British Carpets Promotion Stand. Berges, a large furnishing store, sent two of its representatives to London, where they were put in touch with Uniflex (orders were placed) and Parker Knoll. Parker Knoll are developing extended German business in both furniture and textiles as a result. Contact was also established with Younger Furniture, Horatio Myers (bedding), Beresford and Hicks and others.



Mr. P. Fitzgerald, managing director of Wilson & Johnstone Ltd., Trinidad (left), export distributors for Trinidad and Tobago of Paxman marine and industrial engines, paid a special visit to the Colchester works of Davey, Paxman & Co. Ltd., recently, for discussions with the Paxman engine division. He is seen with Mr. L. L. Bott, managing director of Davey, Paxman & Co. Ltd., and Mr. A. G. Howe, Paxman's sales director, in the engine works. In the background is a Paxman 12-cylinder 12 YHX with a GEC generator attached being tested prior to despatch to the Kitak Airport, Hong Kong, where it will operate on a continuous load basis as a standby set for the emergency landing light system.

Potterton report very good reactions to their central heating system and others who benefited from this direct approach to the consumer were the Irish Linen Guild, some ceramic manufacturers, Hygena Kichens, and Heal's and Seker's textiles.

A similar approach is being undertaken by 'Ideal Home' for the British Week in Amsterdam in May next year, and planning is now in progress. The site of the house – or furnished structure – will probably be the Museumplein and the structure itself probably provided by a Dutch firm. Because of land shortage in the Netherlands the market for prefabricated dwellings is limited. The furnishings may be either those suitable for a complete house (as at Dusseldorf) or for a series of related rooms, furnished down to the smallest detail. Once again the exhibit will be given full coverage in the 'Ideal Home' magazine. A special supplement in Dutch will be available.

As the exhibit will be in the open it is hoped that some form of garden planning or landscaping will surround it in order to display garden tools and equipment. Both inside and outside there will be display cards indicating that merchandise shown in the exhibit will be on sale in Amsterdam stores.

The organizers hope that manufacturers taking part in this promotion will supply any necessary sales literature in Dutch and, where possible photographs, captioned in Dutch, for use in national and trade papers in the Netherlands. One criticism at Dusseldorf was that of the 110 firms contributing furnishings only 20 provided sales literature for visitors to take away and of these 20 only five did so in Germany.

Samples display for Amsterdam British Week

AS A PRELUDE to the British Week in Amsterdam (May 15-23, 1965), a Samples Display will be held in the 'South Hall' R.A.I. Gebouw in Amsterdam from November 17-19, 1964, inclusive.

As a British Week is a promotion at the point of retail sale, it is essential that steps are taken to ensure that as much British merchandise as possible is available in the shops and stores during the Week. The British Week Office in Amsterdam has been canvassing retailers intensively and has discovered:

(a) great enthusiasm to participate in the Week,
(b) a wish to increase existing stocks of British merchandise and purchase new lines,
(c) a desire on the part of more than 50 per cent of the retailers, to be able to see (and buy) British merchandise for the first time.

A Samples Display is a simplified version of a trade fair and its sole purpose is to sell to buyers (wholesale and retail) who attended by the invitation of exhibitors and the British Week Office.

Instead of being asked a full economic rent, exhibitors will be charged at a rate enabling them to participate in the whole operation (including sending staff from the United Kingdom to man the stand) for a little more than £100. *Closing date for applications is September* 30, 1964.

For further details, please contact Mr. G. F. Snell, Export Promotion & Fairs Branch, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2764).

The report of a recent Export Council for Europe mission to the Netherlands entitled 'The Netherlands market – British export achievements and Opportunities', is now available from the ECE, 21 Tothill Street, London, S.W.1. Price 5s.

Lord Drumalbyn to visit British Week in Denmark

LORD DRUMALBYN, Minister of State, Board of Trade, is to visit Copenhagen on September 30 and October 1 in connection with the British Week in Denmark.

On Wednesday, September 30, Lord Drumalbyn will be attending an evening reception given by the British Ambassador, and later will be one of the main speakers at a banquet given by the Export Council for Europe.

On Thursday morning he will visit the shops and other displays, and will be present at a luncheon to which many prominent Danish businessmen will be invited. After attending a reception given by the Danish Foreign Minister, he will return home on Thursday evening, October 1.

Forthcoming British Weeks and store promotions

BRITISH WEEKS and store promotions being organized in towns and cities throughout the world during the remainder of this year and in 1965 are shown below. A list of events in the United States only was published in last week's *Board of Trade Journal* (page 455), but is included here for ease of reference.

Firms are urged to take advantage of the increased interest in Britain and British goods created by these events and to encourage their agents or local representatives to place more orders for their products. Businessmen contemplating visits to any of these towns might like to time them to coincide with the events and thus benefit from the publicity. If they will notify the British Embassy, Consulate or Trade Commissioner concerned or Export Services Branch of the Board of Trade, every effort will be made to see their visits are as profitable as possible.

Experience has shown that stores are often willing to place increased orders for familiar British goods and to take new lines for these British promotions. Manufacturers not already exporting to these areas are therefore invited to seek the assistance of the contacts shown, or to get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757,) for information about the markets, methods of exporting their goods, overseas customs regulations, appointment of agents, etc.

Where known, the names are shown of the London Buying Houses representing stores staging British promotions.

Further details about these events may be obtained from Export Promotion and Fairs Branch, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2764 for events in Europe; Ext. 2761 for all other events).

Reports of two recent British Weeks appeared in the *Board of Trade Journal* of May 15, 1964 (pages 1072-3), and May 29, 1964 (pages 1155-8).

PLACE	NAME OF PROMOTION	DATES	CONTACTS
United States (22 Stores)	Allied Purchasing Corporation.	1964 Autumn	Commercial Department, British Embassy, 3100 Massachusetts Avenue, N.W., Washington, D.C. 20008, *or* London Buying House: Metasco Inc., 167 Oxford Street, London, W.1. (Tel. Gerrard 3301).
Vienna	Steffl's	September 12-October 3	Commercial Department, British Embassy, 40 Reisnerstrasse, Vienna 3, *or* Berrick Bros. Ltd., 22 Kirby Street, London, E.C.1 (Tel. Holborn 2771).
Boston (Massachusetts)	Jordan Marsh Co. (Menswear & Food promotion)	September 14-26	British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston, Mass. 02116, *or* London Buying House, Metasco Inc., 167 Oxford Street, London, W.1. (Tel. Gerrard 3301).
New Orleans (Louisiana)	'Best of Europe' by Maison Blanche Co., British Days will be from September 20-24.	September 20-October 3	British Consulate-Generale Suite 1501, 225 Baronn,, Street, New Orleans, La. 70112, *or* London Buying House: Metasco Inc., 167 Oxford Street, London, W.1. (Tel. Gerrard 3301).
Fittsburgh (Pennsylvania)	Kaufmann's	September 20-October 10	British Consulate-General, 1828 Illuminating Building, 55 Public Square Cleveland, Ohio, 44113, *or* London Buying House: R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel. Regent 4583).
Cincinnati (Ohio)	H. & S. Pogue Co.	September 21-October 3	British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio, 44113, *or* London Buying House: Associated Dry Goods (U.K.) Ltd., 24-30 Great Titchfield Street, London, W.1. (Tel. Museum 5781).
Chicago (Illinois)	Carson Pirie Scott & Co. (Menswear Promotion)	September 21-October 3	British Consulate-General, 200 South Michigan Avenue, Chicago, Ill., 60604, *or* London Buying House: Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
Cleveland (Ohio)	'British Cavalcade' by The Higbee Co.	September 21-October 10	British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio, 44113, *or* London Buying House: Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
Paris	Old England (Menswear Promotion).	Beginning September 23	Commercial Department, British Embassy, 35 Rue du Faubourg St. Honore, Paris 8e, *or* British Menswear Guild, 20 Savile Row, London, W.1. (Tel. Gerrard 3629).
Toronto	Harridge's	September 24 for about 2 weeks	British Trade Commissioner, 200 University Avenue, Toronto 1, Ontario, *or* London Buying House: Baker Warburg & Co. Ltd., 150 Regent Street, London, W.1. (Tel. Regent 7126).
Schweinfurt	British Week (on local initiative).	September 25-October 2	British Consulate-General, Akademiestrasse 7-9, Munich 13.
Denmark	British Week	September 25-October 4	Export Council for Europe, 21 Tothill Street, London, S.W.1. (Tel. Whitehall 2256), *or* British Week Secretariat, British Embassy, 40 Kastelavej, Copenhagen, O.
Sydney	British Fortnight. (To be staged in conjunction with British Exhibition Australia.)	September 25-October 10	British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376), *also at* 10th Floor, BOAC House, 64-68 Castlereagh Street, Sydney, New South Wales.
Baltimore (Maryland)	Hutzler Bros. Co. (Principally menswear promotion).	September 28-October 10	Commercial Department, British Embassy, 3100 Massachusetts Avenue, N.W., Washington, D.C., 20008, *or* London Buying House: Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
Paris	Remy (Knitwear Promotions).	October	Commercial Department, British Embassy, 35 Rue du Faubourg St. Honore, Paris 8e.
Houston (Texas)	'Britain in Texas 1964' by Sakowitz Bros.	October 5-17	British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas, 77002, *or* Baker, Warburg & Co. Ltd., 150 Regent Street, London, W.1. (Tel. Regent 7126).
Boston (Massachusetts)	'London Line' by W. Filene's Sons Co. (Menswear promotion).	October 6-21	British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston, Mass., 02116, *or* Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
Los Angeles (California)	Broadway Department Stores (International promotion).	October 10-17	British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, Cal., 90005,

(Continued on next page)

Sound and light at Earls Court

The 1964 Television and Radio Show was opened at Earls Court, London, on August 26 by Lord Hill of Luton, chairman of the ITA, with what one might call the customary flourish of electronic trumpets.

There was ample justification for this. The industry itself is in a very healthy condition although the export battle grows more intense. In 1961 the total value of exports f.o.b. was £3,775,000; in 1962: £4,833,000; in 1963: £2,879,000 and from January to June 1964: £1,210,000. According to a spokesman for the British Radio Equipment Manufacturers Association, this decline arises from a number of factors: competition, of course, largely from Japan, West Germany and the Netherlands but also from the growth of local manufacture in the newly emergent states who like to make their own radio sets as soon as they can. However, British manufacturers have taken a hand in setting up much of this local industry and the sale of kits of parts for local assembly is good. British television equipment has also done well in places like Singapore, Malaya and Hong Kong.

As there was no show last year, one could reasonably hope to see some startling technical advances but in the event the main developments are largely in the direction of improving existing equipment. There appears to be a distinct trend to making smaller sets which emit as much, if not more sound and/or light than the earlier ones. For instance, there is now a featherweight portable transistor TV set (made by Kolster Brandes) with an 11 inch screen. Ever Ready and Thorn Electrics have combined to put out a prototype battery powered 7 inch portable TV. Both these sets weigh 16 lbs. which presupposes that the buyer will also be a car owner especially in the hot English summer (of 1964).

Portable record players fitted into small suitcases which could pass for a large ladies handbag are now being made by a number of manufacturers and Roberts Radio will sell you a portable radio covered in leopard skin for 120 guineas. The ultimate in being 'with it' is the Philips Combinado, a combined 23 inch TV, radio and record player, with a projected price of over £200. Against this there is a Pye Poppet for 5 guineas, a pocket radio with personal earpiece.

Among the more than 60 manufacturers exhibiting, there is a general emphasis on new TV sets capable of receiving the new UHF 625 lines transmission together with the current 405 lines. The radio makers, looking ahead to the BBC's plans to increase radio broadcasting times earlier in the mornings and later at nights, are preparing for the new business which should result from this development.

The show closes September 5.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below*:

	Date last published	Date next published
Europe	*This issue*	*Dec.* 4
Outside Europe	*July* 3	*Oct.* 2
United Kingdom	*Aug.* 7	*Nov.* 6

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa; 2792. United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates event which is held annually at approximately the time stated.*

† indicates event which is held alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on August 7, July 3 and June 5.

OUTSIDE EUROPE

Addition

SYDNEY: INTERNATIONAL MACHINE TOOL EXHIBITION – July 19-31, 1965. At the Showground,

Apply, The Machinery Merchants Division, Sydney Chamber of Commerce, 161 Clarence Street, Sydney, New South Wales, Australia.

FORTHCOMING BRITISH WEEKS *Continued*

PLACE	NAME OF PROMOTION	DATES	CONTACTS
			or London Buying House: Gimbel Bros., Berkeley Square House, Berkeley Square, London, W.1. (Tel. Mayfair 3031).
Birmingham (Alabama)	Loveman, Joseph & Loeb, 'Best of Europe (being organized in conjunction with Maison Blanche).	October 11-24	British Consulate, 814 Atlanta Merchandise Mart, 240 Peachtree Street, N.W., Atlanta, Ga. 30303, *or* London Buying House: Metasco Inc., 167 Oxford Street, London, W.1. (Tel. Gerrard 3301).
Hartford (Connecticut)	'Festival of Britain' by G. Fox & Co. Inc.	October 12-27	British Consulate-General, 11th Floor, 845 Third Avenue, New York, N.Y. 10022, *or* Frederick Atkins International Ltd., 72 New Bond Street, London, W.1. (Tel Mayfair 9806).
Bergen (Norway)	Kloverhuset	October 16-26	British Consulate, Slottsgaten 1, Bergen.
Los Angeles (California)	J. W. Robinson Co. (Menswear).	October 19-31	British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, Cal. 90005, *or* London Buying House: Associated Dry Goods (U.K.) Ltd., 24-30 Great Titchfield Street, London, W.1. (Tel. Museum 5781).
Omaha (Nebraska)	'Hail Britannia' J. L. Brandeis & Sons Inc., *and*	October 19-31	British Consulate, Room 1420, Commerce Trust Building, 922 Walnut Street, Kansas City, Mo. 64106, *or*
Lincoln (Nebraska)	Gold & Co.	November 2-7	R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel. Regent 4583).
France (41 Stores in Paris and Provinces)	Groupement D'Achats des Grands Magasins Independants (G.A.G.M.I.).	October/ November	Monsieur J. P. Arreckx, G.A.G.M.I., 89 Rue d'Amsterdam, Paris 8e. *or* Commercial Department, British Embassy, 35 Rue du Faubourg St. Honore, Paris 8e.
Paris	'From East to West – Gifts from Europe' by Au Bon Marche (Giftware promotion).	November 7-December 24	Commercial Department, British Embassy, 35 Rue du Faubourg St. Honore, Paris 8e, *or* London Buying House: Brook Merchandising Co. Ltd., 48 Brook Street, London, W.1. (Tel. Hyde Park 8804).
Amsterdam	British Week	1965 May 15-23	Export Council for Europe, 21 Tothill Street, London, S.W.1. (Tel. Whitehall 2256), *or* British Week Office, c/o British Consulate-General, Herengracht 460, Amsterdam.
Tokyo	British Fortnight (in conjunction with the British Exhibition).	September 17-October 3	British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. Tel. Abbe 6376).
Milan	Br t V : :	October 9-17	Export Council for Europe, 21 Tothill Street, London, S.W.1. (Tel. Whitehall 2256), *or* British Week Office, c/o British Consulate-General, Via Gabba 1A, Milan.

New Council for Australian-British trade

'Australia's commerce and industry are single minded in their determination to work towards strengthening the trading links between the U.K. and Australia.' This was stated by the Associated Chambers of Commerce and the Association of Chambers of Manufacturers of Australia in a joint statement announcing the names of members of the newly formed Australian Action Council. This statement followed one received from Canberra which announced the formation of the new Council which will be the counterpart of the already established British Action Council.

Members of the Australian Action Council are: Mr. Leslie Atkinson, O.B.E. President A.C.C.A., Mr. R. V. Allison, President A.C.M.A., Mr. G. M. Hastie, Deputy President A.C.M.A., Mr. H. G. Ferrier, Vice-President A.C.M.A., Mr. F. G. May, Executive Member A.C.C.A., Mr. T. M. Ramsey, Immediate Past President A.C.M.A., Mr. C. W. Coates, President A.B.T.A., Mr. N. A. Jackson, Australian Bankers Association, Mr. R. W. C. Anderson, Director A.C.M.A., Mr. R. Pelham Thorman, Director A.C.C.A. Invitations to join Australian Action Council have also been extended to representatives of Australian primary producers and shippers.

With the formation of this second Council, Britain and Australia will now have the suitable machinery to provide the necessary link between the two business communities. In his statement welcoming the new Council, Mr. Brian Harrison M.P., Deputy Chairman of the British group, said that the new formation was a practical demonstration of businessmen and industrialists to strengthen the links between Australia and Britain through commerce and investment and to develop greater mutual understanding.

Further comment on the formation of the Australian Action Council and in particular to the Council's intention to include representatives of Australia's primary producers came from the National Farmers Union who noted with great interest the formation of the Australian Action Council and the possibility of the Australian Council including representatives of the agricultural community in Australia. The Union very much hoped that this would come about.

The first meeting between the two Councils will take place in Sydney this month. The British group will be led by its chairman, Lord Baillieu, who earlier this year took the chair at the conference on Australian-British Trade organized by the British Council which was held in Birmingham and attended by 120 businessmen and industrialists. Both the Councils which are made up entirely by businessmen are fully independent and receive no government financial support, although they have the full backing of their respective Governments. (Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, in a recent statement said, 'I welcome the proposal to set up Action Councils in Australia and Britain. I hope the new organization will strengthen and complement the close links which have existed for many years between our businessmen.')

THE PATENT OFFICE LIBRARY

'It is presumably common knowledge that we in London possess in the Patent Office Library one of the finest technical and scientific libraries in the world.' (*British Journal of Photography*, May 7, 1954).

And the news is still spreading. Visits to this national public reference library have increased from 80,000 in 1960 to nearly 120,000 in 1963. Are your technical and scientific staff aware that they can come without formality between 10 a.m. and 9 p.m. Mondays to Fridays (10 a.m. to 1 p.m. Saturdays) and have free and immediate personal access to 10 miles of shelves? There they will find 9,000 current periodicals and 100,000 textbooks, in addition to the world-wide collection of patent specifications. They may also find useful the while-you-wait photocopy service at 9d. a page; the postal service has been speeded up, too. The Library is at Southampton Buildings, Chancery Lane, London, W.C.2.

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European trade fairs and exhibitions

1964 : General

LAUSANNE: NATIONAL FAIR (COMPTOIR SUISSE) – April 30-October 25.
Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

STOCKHOLM: ST. ERIK'S FAIR – September 2-13.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

STRASBOURG: 39TH EUROPEAN FAIR – September 3-15.
* Apply, Foire de Strasbourg, 9 rue Brulee, Strasbourg.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 5-20.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 6-13.
* Apply, Leipzig Fair Agency in Great Britain, 39 St. James's Place, London, S.W.1. (Tel. Hyde Park 3111).

BRNO: INTERNATIONAL TRADE FAIR – September 6-20.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

SALONIKA: INTERNATIONAL TRADE FAIR – September 6-27.
* Apply, Foire Internationale de Thessaloniki, Thessalonika.

BARI: 28TH INTERNATIONAL LEVANT FAIR – September 10-23.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London S.W.7. (Tel. Kensington 1700).

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 11-21.
* Apply, Fiera Campionaria Internazionale di Bolzano, C.P. 297, Bolzano.

GHENT: INTERNATIONAL FAIR – September 12-27.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 13-20.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

PLOVDIV: INTERNATIONAL FAIR – September 13-27.
† Apply, Bulgarian Chamber of Commerce, 11A Stamboliisky, Sofia.

UTRECHT: INTERNATIONAL AUTUMN FAIR – September 14-22.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BRNO: INTERNATIONAL TRADE FAIR – September 13-27.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

The Council of Industrial Design will present an exhibition of well-designed British Consumer goods during the 'British Week' which opens in Copenhagen on September 25. The picture shows Mr. James Noel White, deputy director of the CoID (right), discussing a sketch of the exhibition with Mr. Alex Abel Smith, a member of the Export Council for Europe.

HELSINKI: FINNISH INTERNATIONAL TRADE FAIR – September 17-27.
† Apply, Suomen Messut (Finnish Fair), Töölö, Helsinki.

BERLIN: GERMAN INDUSTRIES EXHIBITION, – September 19-October 4.
* Apply, Berliner Ausstellungen Hammarskjold Platz 1-7, 1 Berlin 19.

MARSEILLES: 40TH INTERNATIONAL FAIR – September 24-October 5.
* Apply, Butler's Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

METZ: INTERNATIONAL TRADE FAIR – September 30-October 11.
* Apply, Foire Internationale de Metz, 1 Avenue de l'Amphitheatre, Metz.

1964 : Specialized

Agricultural, Fishing, Dairy

COPENHAGEN: INTERNATIONAL FISHERIES TRADE FAIR – September 4-13.
Apply, Universal Fairs and Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen N.

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November 10-16.
Apply, M. Carron, 3 rue La Boëtie, Paris 8.

Building, Public Works

MOSCOW: INTERNATIONAL BUILDING AND ROAD-MAKING MACHINERY AND CONSTRUCTION EQUIPMENT EXHIBITION – August 24-September 7.
Apply, The Federation of Manufacturers of Construction Equipment, 121 Queen Victoria Street, London, E.C.4. (Tel. Central 0311).

Capital Goods, Engineering, Machinery, Machine Tools, etc.

CHARLEROI: 6TH INTERNATIONAL TECHNICAL EXHIBITION – September 19-27.
* Apply, Weigel, Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825).

TURIN: 14TH INTERNATIONAL TECHNICAL EXHIBITION – September 19-30.
* Apply, Dr. G. Boella, Fiat England Ltd., Water Road, Wembley, Middlesex. (Tel. Perivale 5651).

(*Continued on page* 518)

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- HAND WOVEN RUMANIAN FOLK ART CARPETS–KELIMS
- MACHINE FINISHED MODERN CARPETS

For technical and commercial information contact the delegates of the Rumanian Foreign Trade Company CARTIMEX at the Fair or the Rumanian Commercial Office in London, 26 Cadogan Square.

HANOVER: MACHINE TOOLS EXHIBITION – September 20-29.
Apply, Verein Deutscher Werkzeugmaschinenfabriken am Hauptbahnof 6, Frankfurt-am-Main.

STOCKHOLM: TECHNICAL FAIR – October 2-8.
Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.2. (Tel. Chancery 9011).

COPENHAGEN: 2ND INTERNATIONAL TECHNICAL FAIR (MACHINE TOOLS) – October 24-November 1.
Apply, U.F.E.S.A.S., Blaagaardsgade 17, Copenhagen, 17.

MILAN: INSTRUMENTATION AND AUTOMATION EXHIBITION – November 19-25.
* Apply, Strumentazione e Automazione, Milano, Via Marcona 15.

Chemicals

COLOGNE: INTERNATIONAL TRADE EXHIBITION FOR CHEMISTS AND DRUGGISTS (INDROFA) – September 24-28.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Electrical, Radio, Television, Electronics

MUNICH: INTERNATIONAL EXHIBITION OF MEASURING INSTRUMENTS AND ELECTRONIC COMPONENTS (ELECTRONICA) – October 21-28.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Foodstuffs, Hotel and Catering

ESSEN: HOTEL TRADES AND CATERING EXHIBITION – September 2-9.
* Apply, Gemeinnutzige Ausstellungsgesellschaft m.b.H., Essen, Norbertstrasse 2.

UTRECHT: 14TH INTERNATIONAL FOODSTUFFS AND BEVERAGE TRADE FAIR (ROKA) – September 7-11.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 19-27.
† Apply, Verein Ausstellungspark V., Theresienhohe 14, Munich 12

PARMA: 19TH INTERNATIONAL FOODSTUFFS AND PACKING FAIR – September 20-30.
* Apply, Italian Chamber of Commerce for Great Britain in London, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411.

PARIS: INTERNATIONAL HOTEL AND CATERING INDUSTRY EXHIBITION – October 8-19.
* Apply, M. Willard, 13 rue de Liège, Paris 9.

MONTPELIER: INTERNATIONAL VITICULTURAL AND WINE FAIR – October 9-19.
* Apply, Foire Internationale de la Vigne et du Vin, 11 bis rue de la Loge, Montpellier.

FRANKFURT: INTERNATIONAL HOTEL EXHIBITION – October 30-November 6.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

BERLIN: GERMAN RESTAURANT AND CATERING CONFECTIONERS' AND FOOD EXHIBITION – October 30-November 8.
† Apply, Berliner Ausstellungen, Masurenallee 5-15, Berlin-Charlottenburg 9.

DIJON: THE FIRST NATIONAL FAIR OF FOODS, WINES AND GASTRONOMY – October 30-November 11.
* Apply, Administration de la Foire Gastronomique, Palais des Expositions, Boulevard de Champagne, Dijon.

PARIS: INTERNATIONAL FOOD EQUIPMENT INDUSTRIES AND TRADE EQUIPMENT EXHIBITION – November 8-16.
† Apply, 42 rue du Louvre, Paris 1.

Furniture, Home, Household

BRUSSELS: INTERNATIONAL HEATING AND VENTILATING EXHIBITION – September 3-13.
Apply, Salon International du Chauffage, 178 Avenue Louise, Brussels, 5.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 4-6.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

GOTHENBURG: INTERNATIONAL EXHIBITION 'DAGENS HUSHALL' (HOUSEHOLD GOODS) – September 5-13.
* Apply, Usttallningen Dagens Hushall, Kopmannens, Vasagatan 52, Gothenburg, C.

MILAN: HOUSEHOLD GOODS AND HARDWARE EXHIBITION – September 6-9.
Apply, F. C. Urbach, International Advertising Ltd., 23 Lyndhurst Road, London, N.W.3. (Tel. Swiss Cottage 3952).

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 31-November 11.
* Apply, M. Boucbery, Commissaire-Generale, Palais de la Foire, Lille.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October 31-November 15.
* Apply, Commissariat General, Salon de l'Enfance, de la Jeunesse et de la Famille, 11 rue Anatole-de-la-Forge, Paris 17.

Heating and Ventilating, etc.

FRANKFURT: INTERNATIONAL TRADE EXHIBITION OF SANITARY AND HEATING TECHNIQUES – March 28-April 4.
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4.

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS FIRING – April 7-11.
* Apply, C.E.S. (Overseas) Ltd., 5 New Bridge Street, London, E.C.4.

Horticulture

VIENNA: INTERNATIONAL GARDEN SHOW – April 16-October 11.
Apply, Wiener Stadthalle-Stadion Betriebs- und Produktiensgeselschaft m.b.H., Vienna XV, Vogelweidstrasse 14.

Horological

BESANCON: 15TH INTERNATIONAL HOROLOGICAL EXHIBITION – September 3-14.
* Apply, Salon International de l'Horlogerie, 54 Grande-Rue, Besançon.

Laundry

FRANKFURT: INTERNATIONAL EXHIBITION OF LAUNDRY, DRY CLEANING AND DYEING TRADES – September 27-October 4.
Apply, Deutscher Wäscherei-Verband, Hansa Allee 16, Frankfurt-am-Main.

Leather, Footwear

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – August 29-September 3.
* Apply, Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-Am-Main.

PARIS: INTERNATIONAL LEATHER WEEK – September 10-15.
* Apply, Semaine International du Cuir, 2 rue Edouard VII, Paris 9e.

Motor Cars, Motor Cycles, Cycles

COLOGNE: I.F.M.A. INTERNATONAL CYCLE AND MOTOR CYCLE EXHIBITION – September 16-20.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: INTERNATIONAL MOTOR AND MOTOR-CYCLE SHOW – October 1-11.
* Apply, Mr. R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel. City 5889).

Nautical

PARIS: INTERNATIONAL NAUTICAL EXHIBITION – September 26-October 11.
* Apply, Robert Brandon & Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

ROTTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINEERING PORT EQUIPMENT EXHIBITION – November 10-14.
* Apply, Anglian Trade Promotions Ltd., 67-69 Chancery Lane, London, W.C.2. (Tel. Chancery 6561/3).

Packaging

PARIS: INTERNATIONAL PACKAGING EXHIBITION – November 8-16.
† Apply, Salon de l'Emballage, 20 rue Carpeaux, Puteaux (Seine).

PARIS: INTERNATIONAL BOTTLING EXHIBITION – November 10-16.
† Apply, M. Carron, 3 rue La Boëtie, Paris, 8.

Plastics

MILAN: INTERNATIONAL PLASTICS EXHIBITION – September 19-27.
* Apply, Union Plast, Viale, Teodorica 19, Milan.

Printing, Stationery, Office Machinery

FRANKFURT: BOOKS FAIR – September 17-22.
* Apply, Auslands-und Messeburo des Borsenvereins, des deutschen Buchhandels Kleiner Hirschgraben 10-12, Frankfurt-am-Main.

PARIS: INTERNATIONAL OFFICE EQUIPMENT (SICOB) – October 8-17.
* Apply, Salon International de la Equipement de Bureau, 6 Place de Valois, Paris.

Sports

PARIS: PROFESSIONAL OPEN AIR EXHIBITION – October 24-27.
* Apply, SPODEX, 149 rue St. Honore, Paris 1 er.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS AND CAMPING EQUIPMENT – November 8-10,
Apply, Du Mont Publicity Company Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Surgical Instruments, etc.

GOTHENBURG: MEDICAL CARE AND HEALTH EXHIBITION – October 10-18,
Apply, John E. Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, Piccadilly, London W.1. (Tel. Gerrard 7576).

Textiles

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – September 17-20.
* Apply, John E. Buck (Trade Fair Agencies Ltd.) 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

BUSTO ARSIZIO: INTERNATIONAL TEXTILE EXHIBITION – September 19-28.
Apply, Mostra Internazionale del Cotone e delle Fibre Artificiali e Sintetiche Chimica et Macchine Tessili, Via Mameli 1, Busto Arsizio.

BRUSSELS: EUROPEAN TRADE SHOW OF READY-MADE CLOTHING FOR LADIES AND CHILDREN – October 4-9. Spring-Summer Collection.
Apply, Centre Professional Pour l'Expansion de l'Industrie de la Confection (C.E.P.C.O.) 53 rue du Progres, Brussels.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, UNDERWEAR AND FOUNDATION GARMENTS – October 15-18.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

COLOGNE: INTERNATIONAL BABIES' AND CHILDREN'S FAIR – October 16-18.
* Apply, Du Mont Publicity Co. Ltd., 18, Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – October 25-29.
* Apply, John E. Buck (Trade Fair Agencies Ltd.), 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-MADE CLOTHING – November 7-12.
* Apply, Salon International Du Pret a Porter Feminin, Commissariat General, 23 rue Notre-Dame-des-Victoires, Paris 2e.

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – November 12-17.
* Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – November 24-27.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

1965 : General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February 21-25.
* Apply LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

LEIPZIG: INTERNATIONAL SPRING FAIR – February 28-March 9.
* Apply, Leipzig Fair Agency in Great Britain, 39 St. James's Place, London, S.W.1. (Tel. Hyde Park 3111).

UTRECHT: INTERNATIONAL SPRING TRADE FAIR – March 8-16.
* Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W.1. (Tel. Hunter 1951).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March 14-21.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

LYONS: INTERNATIONAL TRADE FAIR – March 20-29.
* Apply, Robert Brandon and Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

MILAN: INTERNATIONAL SAMPLES FAIR – April 14-25.
* Apply, Dr. V. Schiazzano, Italian Chamber of Commerce for Great Britain and Commonwealth, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

ZAGREB: INTERNATIONAL SPRING FAIR – April 17-25.
* Apply, Zagrebacki Velesajam Aleja Borisa Kidrica BB, Zagreb.

HANOVER: HANOVER FAIR – April 24-May 2.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

LILLE: INTERNATIONAL TRADE FAIR – April 24-May 9.
* Apply, Weigel Leygonie and Company Ltd., P.O. Box No. 275, 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825/9 or 4853/5).

BRUSSELS: INTERNATIONAL FAIR – April 30-May 11.
* Apply, Belgian Railways, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

GOTHENBURG: SWEDISH TRADE FAIR (SVENSKA MASSAN) – May 7-15.
* Apply, John E. Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

SAARBRUCKEN: 16TH INTERNATIONAL SAAR FAIR – May 15-27.
* Apply, Saarmesse Saarlandischer Gestaltungskreis am Schanzenberg, Saarbrucken.

BUDAPEST: INDUSTRIAL FAIR – May 21-31.
* Apply, Hungarian Chamber of Commerce, Rosenberg H.P.U. 17., Budapest V.

LISBON: INTERNATIONAL TRADE FAIR – June 9-23.
* Apply, Casa de Portugal, State Information and Tourist Office, 20 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2455).

POZNAN: 34TH INTERNATIONAL FAIR – June 13-27.
* Apply, Official Forwarding Agents, P.S.A. Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel. Avenue 2424).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 30-September 3.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 4-19.
* Apply, Zagrebacki Velesajam Aleja Borisa Kidrica BB, Zagreb.

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 5-12.
* Apply, Leipzig Fair Agency in Great Britain, 39 St. James's Place, London, S.W.1. (Tel. Hyde Park 3111).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 12-19.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate. London, S.W.7. (Tel. Knightsbridge 6938).

BERLIN: GERMAN INDUSTRIES FAIR – September 25-October 10.
* Apply, Berliner Ausstellungen, Hammarskjold Platz 1-7, 1 Berlin 19.

1965 : Specialized

Agriculture, Agricultural Machinery, Dairy Industries, Livestock and Fisheries

BERLIN: GREEN WEEK – January 29-February 7.
* Apply, Berliner Ausstellungen, Berlin-Charlottenberg, 9 Hammarskjold Platz 1-7.

BRUSSELS: INTERNATIONAL GARDEN SHOW – February 27-March 7.
* Apply, Commissaire General, The Garden Information Centre, 14 Rue Duquesnoy, Brussels 1.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 8-14.
* Apply, Salon International de la Machine Agricole, 95 Rue Saint Lazare, Paris 9e.

JONKOPPING: 5TH EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 3-13.
* Apply, Aeronom Ingemir Stenquist, Elmia, Jonkopping, Sweden.

TRONDHEIM: 2ND OFFICIAL FISHERIES FAIR – August 19-29.
Apply, P.O. Box 130, Skoyen, Oslo, Norway.

Building, Public Works

VERONA: INTERNATIONAL EXHIBITION OF EARTH MOVING AND BUILDING MACHINERY (SAMO) – February 3-8.
* Apply, Ente Autonomo per le Fiere di Verona, Casella Postale 199, Vialedel Lavoro, Verona.

BRUSSELS: BUILDING AND ACCESSORIES EXHIBITION (BATIMENT) – February 6-14.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BASLE: INTERNATIONAL WATER AND SEWAGE PURIFICATION – March 1-7.
Apply, Dr. E. M. Bammalter, Pro Aqua Ltd., Basle 21.

UTRECHT: BUILDING AND TRANSPORT FAIR – March 8-16.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA). March 13-21.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

PARIS: 11TH INTERNATIONAL MECHANICAL HANDLING EXHIBITION INCLUDING THE 2ND HYDRAULICS AND COMPRESSED AIR EXHIBITION – May 18-27.
* Apply, Commissaire General, Salon de la Manutention, 40 Rue du Colisee, Paris 8e. (Tel. Sab 77-50).

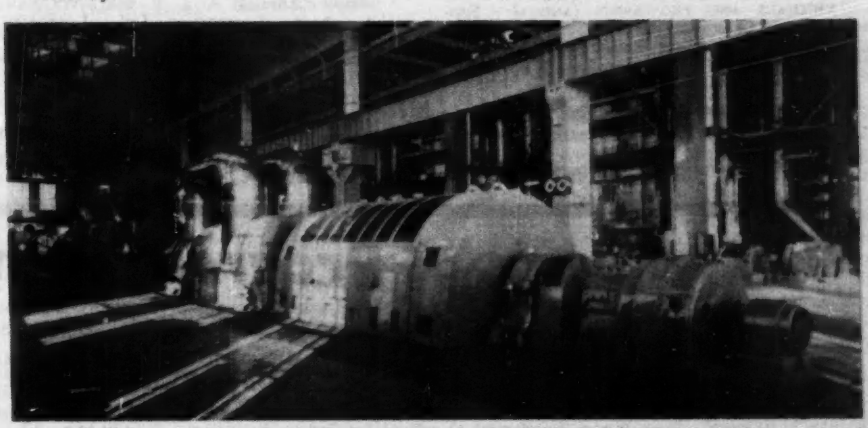
COLOGNE: INTERNATIONAL FAIR OF ACCESSORIES AND MATERIALS FOR WOODWORKING, FURNITURE, UPHOLSTERED FURNITURE AND MATTRESSES, HOUSE, SHIP AND VEHICLE BUILDING AND FOR LIGHT CONSTRUCTIONAL WORK – June 24-27.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 18-28.
* Apply, Mr. Le Prince, Salon International de la Construction et de l'Equipment, 1 Avenue Niel, Paris.

Capital Goods, Engineering, Machinery

MUNICH: INTERNATIONAL HANDICRAFTS AND SUPPLIER INDUSTRIES FAIR – March 18-28
Apply, Du Mont Publicity Company Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

FRANKFURT: INTERNATIONAL TRADE EXHIBITION OF SANITARY AND HEATING TECHNIQUES – March 28-April 4.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).



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DUSSELDORF: CLEAN AIR EXHIBITION – April 5-9.
Apply, John Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

DUSSELDORF: INTERNATIONAL CONGRESS AND EXHIBITION OF MEASURING INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 13-19.
Apply, John Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

UTRECHT: INTERNATIONAL TRADE FAIR FOR MACHINERY, APPARATUS AND INSTRUMENTS FOR CHEMICAL, FOODSTUFF AND BEVERAGE INDUSTRIES (MACHEVO) – October 13-20.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Chemicals, Hospital Equipment, etc.

ZURICH: INTERNATIONAL TRADE FAIR FOR MEDICAL AND HOSPITAL EQUIPMENT – March 18-22.
* Apply, Arbeitsgemeinschaft fur Fachmessen, Plattenstrasse 44, Zurich 7/32.

PARIS: 7TH INTERNATIONAL CHEMICAL INDUSTRIES (RUBBER AND PLASTICS) EXHIBITION – April 21-May 2.
* Apply, Butler's Advertising Service Ltd., Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

COPENHAGEN: INTERNATIONAL HOSPITAL EXHIBITION – May 11-16.
Apply, The Exhibition Secretariat, Fyens Forum, Odense, Denmark.

Electrical, Radio, Television, Electronics

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – April 8-13.
* Apply, Federation Nationale des Industries Electroniques, 16 rue de Presles, Paris 15e.

Foodstuffs, Hotel and Catering

AMSTERDAM: INTERNATIONAL HOTEL, CAFE AND RESTAURANT EXHIBITION (HORECAVA) – January 11-14.
* Apply, R.A.I. Gebouw N.V., International Tentoonstelling Scentrum, Europaplein 8, Amsterdam.

BRUSSELS: INTERNATIONAL CHOCOLATE, BISCUIT AND CONFECTIONERY EXHIBITION – February 13-21.
† Apply, Salon International Chobisco, 206 Rue de Brabant, Brussels 3. (Tel. Brussels 18.67.24).

METZ: EXPOMETZ (CONSUMER FOODS) FAIR – April 1-11.
Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 47 Nottingham Place, London, W.1. (Tel. Welbeck 9759).

COLOGNE: GENERAL EXHIBITION OF FINE FOODS, VICTUALS AND PROVISIONS (ANUGA) – September 25-October 3.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Furniture, Home, Household

PARIS: INTERNATIONAL FURNITURE FAIR – January 22-27.
Apply, Commissariat General, Salon de Meuble et des Industries de l'Ameublement, 22 Avenue Franklin Roosevelt, Paris 8e.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE – February 18-21.
Apply, Du Mont Publicity Co. Ltd., 18, Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March 1-21.
Apply, Commissariat General du Salon des Arts Menagers, Palais de la Defense, 15 Avenue de la Division-Leclerc, Puteaux (Seine). (Tel. Sab 16.40).

BASLE: INTERNATIONAL HARDWARE AND IRONMONGERY FAIR (INTERFEREX) – August 29-31.
Apply, Denis G. Love Esq., International Marketing Advertising Design Group, 18 Swakeleys Drive, Ickenham, Middlesex. (Tel. Uxbridge 4891).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 18-21.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS FIRING – April 7-11.
* Apply, C.E.S. (Overseas) Ltd., 5 New Bridge Street, London, E.C.4.

BASLE: 3RD INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) – August 29-31.
Apply, Interferex Exhibition A.G. Talstrasse 66 Zurich 1.

Leather, Footwear

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR - February 20-25.
* Apply, Offenbacher Messe Gesellschaft m.b.H. 605 Offenbach/M.1. Kaiserstrasse 108 112, Postfach 32.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 28-September 2.
* Apply, Offenbacher Messe Gesellschaft m.b.H. 605 Offenbach/M.1, Kaiserstrasse 108 112, Postfach 32.

Machine Tools, etc.

ESSEN: WELDING AND CUTTING EXHIBITION – September 25-October 3.
Apply, Geneinnutzige Ausstellungs Gesellschaft m.b.H., 2 Norbert Strasse, Essen.

Motor Cars, Motor Cycles, Cycles

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 16-26.
* Apply, Verband Der Automobilindustrie ev Post Box 725347 Westendstrasse 61, Frankfurt-am-Main 16.

Nautical

GENOA: INTERNATIONAL BOAT SHOW – February 6-21.
Apply, Admiral A. L. P. Mark-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel. Esher 2882).

GOTHENBURG: SWEDISH BOAT SHOW – February 11-21.
Apply, A.B. Interexpo, Stampgaten 38, Gothenburg C.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – February 26-March 7.
Apply, Admiral A. L. P. Mark Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel. Esher 2882).

OSLO: INTERNATIONAL SHIPPING EXHIBITION – May 14-30.
Apply, Norges Varemesse P.B. 130, Skoyen, Norway.

Sports

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – March 28-April 1.
* Apply, Salon Internationale des Sports d'Hiver, Parc Paul-Mistral, Grenoble.

Textiles

COLOGNE: INTERNATIONAL MILLINERY EXHIBITION (IFADA) – January 4-8.
* Apply, Fachverband der Hutindustrie E.V., Schildergasse 41-45, Cologne 4.

DUSSELDORF: FASHION AND SALES WEEK (IGEDO) – March 21-24.
* Apply, John Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

DUSSELDORF: FASHION AND SALES WEEK (IGEDO) – May 2-6.
Apply, John Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

FRANKFURT INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – May 25-28.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – November 23-26.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

Toys

NUREMBURG: INTERNATIONAL TOY FAIR – February 14-19.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

LYONS: INTERNATIONAL EXHIBITION OF GAMES AND TOYS (SILJOUET) – February 21-27.
Apply, Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

COPENHAGEN: INTERNATIONAL EXHIBITION OF TOYS (INTERTOY) – March 26-April 4.
Apply, Armfields Transport Agency Ltd., Armfield House, 1/2 New Street, London, E.C.2. (Tel. Avenue 2161).

Transport

MUNICH: INTERNATIONAL EXHIBITION OF TRANSPORT AND COMMUNICATIONS – June 25-October 3.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.C.1. (Tel. Hunter 1951).

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HMSO

Overseas Trade and Exports

EMPHASIS ON EXPORTS

The firm which powered a thousand (and one) ships

by W. Barbour, general sales manager, Bergius-Kelvin Ltd., Glasgow, manufacturers of marine diesel-engines mainly for fishing vessels. They claim to export to nearly every country which has a coastline.

Take a good hard look at your product. Quality? First class! Price? Not cheap but still within reason. Fine! Now take a good hard look at your customer on the home market. Do they have a counterpart overseas? Yes! *Then you can export.*

The basic requirements are already there:

(1) The quality product that you could be proud of, 'Made in Britain' is still a very good label; (2) a reasonable price, and you don't require to be the cheapest to succeed; *giving value for money* is more important; (3) remember the shoe salesman arriving in an overseas country reporting back to head office saying 'Don't send any shoes here – no one wears any,' whilst his competitor wrote back saying 'Send 10,000 pairs – it is an untouched market.' There must be customers overseas for you, and it is your approach to the problem that counts.

No company can afford to stand still, and technical development with increased production demands increased sales, and these necessary orders can be obtained in the overseas markets. There is the added advantage of selling to a number of markets, in that you are not dependent on the stability of any one. You can be sure that if you are successful and depend upon one particular area your competitors will some day attack your comfortable little stronghold. You owe it to your company and to your shareholders to export, and the right approach can make it profitable.

How to go about it

Exporting demands hard work and common sense. The distances involved naturally prevent close personal attention being paid to the day-to-day running of a particular market. It is therefore necessary that someone on the spot do this for you. Someone who is a miniature of your own organization with the facilities to offer, or obtain locally, an efficient sales and after sales organization.

To start with, the best export market for your particular product must be decided, at the same time a search must be made for a suitable representative – this is naturally common sense. At the initial stages when searching for an agent or representative and investigating the market, it is again best to have someone on the spot who will do this for you. Expensive do you think? But there is a man on the market already who will do this for you – he is one of HM Government's Commercial Officers, who will be only too pleased to offer his services. We constantly use the facilities offered by the various departments of the Board of Trade with great success.

Recently we finalized an agreement with a North American company after the Board of Trade Commercial Officers had done all the spade work, culminating in a visit to Glasgow by a Board of Trade Export Officer. One of the senior directors negotiating a substantial order from Pakistan was greatly assisted by the help given by the Board of Trade Officer on the spot.

This guidance is naturally available to other British manufacturers but perhaps we are a little bit more skilled in its application. The moral is – use the Board of Trade as much as possible. There are experienced officers on the spot who can save you time and money. It is true that personal visits are needed but at this stage you are feeling your way and the Commercial Officers of the British Government Departments can do this for you. Provide them with literature, give them all the details they require and let them do the rest until you are more sure of the next move.

There are of course other organizations that can be of great assistance in this market research. Some of these are the local Chamber of Commerce, FBI, the Scottish Council, Export Houses and Banks.

In fact, use every source available. The important part is that all this can be done at home by letter, telephone and local visits. Flood everyone with literature and as much information as possible regarding yourselves and your product and don't be afraid to use the telephone.

Provided you have gone about it energetically and intelligently, your name should now be known, your literature and prices have been studied, you have a list of firms who are interested in your products and you know their background – thanks to the Overseas Commercial Officers – there is now no reason why you should not be receiving valuable inquiries and possibly orders. It is now time to think about going out and taking an active part in the export market.

Keep up visits

In planning an overseas sales drive we have always tried to take in a circular route visiting countries on the way out and on the way back. The hardest decision is agreeing on how long one should stay in an area.

The short visit often offends people and too long a stay can be a nuisance. There is one thing definite, the person whom you choose must remember that he is your ambassador, and your company will be judged by his approach and knowledge. He must know your product inside out. He should be a technician first and a salesman second. People overseas do not want to hear sales talk, they are looking for help and advice and *decisions*. The ideal person is someone high enough up in your organization who is also fully technically qualified. We are very fortunate in this respect that all our senior executives, right up to the managing director know our product inside out and they know marine engines and their application, while our managing director is considered our No. 1 Salesman

Languages are important

Our general leaflet is translated into French, Spanish, German, Portuguese and our agents have translations of it in Dutch, Urdu and Thai. It is essential that part, if not all, of your catalogues be in other languages.

Only a huge concern with large investments can afford to take on people to deal with one particular market and therefore should speak the language. With one or two exceptions we export to every country with a coastline and in the past few years were have visited over 50 export markets. We cannot possibly learn these many languages and dialects – we rely on our Scottish tongue and the occasional interpreter. I don't believe we have lost any business because of this. Learning languages should not be ignored, but even your customer will prefer that you know your product than have the ability to apologize beautifully for not being technical.

Value before price

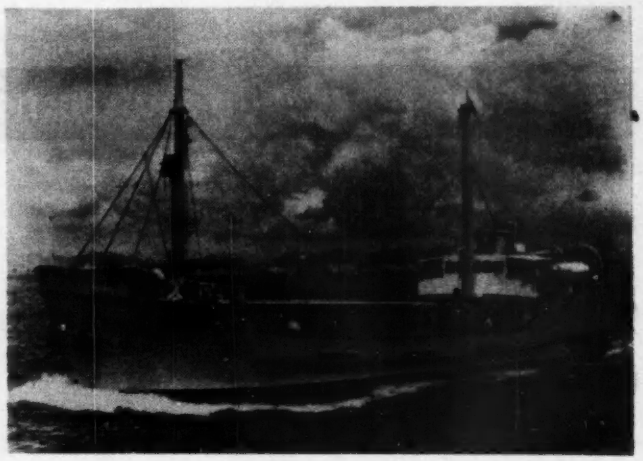
Give value for money and price is of secondary importance. Stating this as a fact, it is especially true of exports. Needless to say, a good price advantage over your competition is a big help, especially when breaking into a market where you are not known. Another point, no one is interested in ex-works price, they want c.i.f. costs so give it to them every time. It is a safe guide to give more information and details than the customer has asked for. It will be appreciated.

Regarding payment, we all like cash before despatch, but where necessary do not hesitate to use the financial sources that are open to you in this country.

You must give service

It is no use selling an item and then forgetting about it – you must give service. For marine engines the first call is for spare parts – the second technical help. We pride ourselves on all aspects of after sales service as well as our 'know-how'. The right product for the right job is a good motto.

We practice what we preach and get results. It is satisfying when Japanese barge builders get a large order but we get the engine order, or German ferry boatbuilders get an order, but again it is 'Kelvin' that are chosen.



This modern Malayan vessel is powered by a Bergius-Kelvin engine.

Hard work, common sense, and using the facilities that are already existing can help you increase your business in overseas markets. You don't have to be a multi-million pound concern to get a good slice of business from overseas but don't expect it to drop into your lap. Competition is keen but if you wish to survive as a profitable company then you must start to export.

Grain storage—Indo-British collaboration

Discussing a new method of storing grain in India, Mr. E. A. Midgley, Senior British Trade Commissioner in India (wearing tie), Mr. F. N. Wright, Assistant Director, Tropical Stored Products Centre (holding exposure meter), and Mr. Joginder Nath Sarid, Assistant Director, Grain Storage and Research Centre, Hapur, U.P. (wearing glasses). The new method – storage in an inflatable plastics warehouse – is said to offer two outstanding advantages when storing agricultural products in tropical countries. One is that effective destruction of pests can be carried out, with confidence that the stored product cannot be reinfested. Second, the storehouse is portable and can be moved between harvests, if necessary, to a new site. The 'building' is an inflatable structure which has the appearance when erected of an igloo-type tent. It is maintained in shape by blowing in air with one or more fans. The use of this type of 'air-warehouse' for food storage follows two years of experiments by the Tropical Stored Products Centre in collaboration with the manufacturers. The warehouse uses the principle of airtight storage to control pests. This type is constructed of pvc of about 15 ounces per square yard, and provides a skin impermeable to oxygen.

An 'air-warehouse' suitable for airtight storage has been given to the Government of India (the Ministry of Agriculture and Food) where it will undergo tropical trials. The warehouse was manufactured and developed by Gourock Ropework Company Limited in collaboration with the Tropical Stored Products Centre, British Nylon Spinners Limited, who make the nylon base cloth, and British Geon Limited, who make the pvc. The warehouse can hold 500 tons of wheat and is in the shape of an ellipse, 66 feet in diameter and 22 feet high, and has an integral floor space of the same material. The whole was manufactured in one piece to render it as airtight as possible.

The warehouse takes about 20 minutes to inflate. Grain is then blown in by pneumatic grain-conveying equipment through a flexible pipe so that it drops vertically through a hole in the top of the 'air-warehouse'. The falling grain forms a cone, almost completely filling the house, but not exerting pressure on the side walls. After loading, the entry point is sealed, and the structure can then be allowed to deflate. In this condition it provides a weatherproof cover as well as airtight storage. To prevent damage to the fabric it can be secured by ropes. The cost of storage by this method is estimated to be about £2 10s. per ton stored.

Exporters should ask for a FREE copy of our

CONSULAR GUIDE

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

ARGENTINA

Grain Mill Conversion Project for Destileria de Alcohol. October 22. E.S.B. 24997/64.

AUSTRALIA

Piers and Piles Foundation for Electricity Commission of Western Australia. October 12. E.S.B. 24998/64.*
Power Station Equipment for Southern Electric Authority. October 12. E.S.B. 24730/64.
Postmaster-General's Department:
Diesel Alternator Sets and Control Cubicles. October 1. E.S.B. 24941/64.*
Transmitting Equipment. (Further Information.) October 15. E.S.B. 22734/64.*

BURMA

Web Equipment for Defence Department. October 7 E.S.B. 24992/64.*
Industrial Development Corporation:
Electrodes. September 16. E.S.B. 24977/64.*
Steel Sheets. September 21. E.S.B. 24766/64.*
People's Stores Corporation:
Fabrics. September 30. E.S.B. 24996/64.*
Pipes and Fittings. September 25. E.S.B. 24995/64.*
Pumps. September 25. E.S.B. 24413/64.*

CEYLON

Chain Link Fencing Machine for Ceylon Steel Corporation. November 15. E.S.B. 24483/64.*
Sanitaryware for Government Railways. September 16. E.S.B. 24727/64.
Public Works Department:
Vehicles. September 23. E.S.B. 24481/64.
Tractor Trailer September 25. E.S.B. 24482/64.
Eastern Paper Mills Corporation:
Chemicals. October 13. E.S.B. 24764/64.
Chemicals. October 6. E.S.B. 24765/64.
Department of Water Supply and Drainage:
Sewage Treatment Plant. October 30. E.S.B. 24449/64.*
Water Supply Scheme. November 6. E.S.B. 24728/64.
Ministry of Land, Irrigation and Power:
Motor Vehicles. October 13. E.S.B. 24762/64.
Tents and Accessories. September 22. E.S.B. 24451/64.
Transmission Line Construction. October 13. E.S.B. 24763/64.
Department of Health:
Artery Forceps. (Further Information.) November 10. E.S.B. 23745/64.*
Absorbent Lint. (Further Information.) October 6. E.S.B. 23746/64.
Pharmaceuticals. November 26. E.S.B. 24726/64.*
Pharmaceuticals. November 10. E.S.B. 24443/64.*
Pharmaceuticals. November 10. E.S.B. 24723/64.*
Injections: Giving Sets. November 17. E.S.B. 24725/64.*
Pharmaceuticals. September 17. E.S.B. 24724/64.*

COLOMBIA

Construction of a Bridge for Colombian National Railways. (Further Information.) Closing date postponed to September 26. E.S.B. 19127/64.*
Telephone Equipment for Empresas Publicas de Medellin. December 1, E.S.B. 24913/64.

CONGO REPUBLIC

Railway Equipment and Welding Work for 'Congo-Ocean' Railway. September 24. Press notice in French available for loan. E.S.B. 24441/64.*
Road Construction for Director of Public Works. October 14. Press notice in French available for loan. E.S.B. 24440/64.*

COSTA RICA

Instituto Costarricense de Electricidad:
Cement; Iron Rods. (Advance Information.) Closing date not known. E.S.B. 25438/64.
Gratings Cleaning Equipment. November 2. E.S.B. 24922/64.*
Hoisting Machine. September 18. E.S.B. 24923/64.*

CYPRUS

Consultancy Service for Ministry of Agriculture and Natural Resources. September 30. E.S.B. 24485/64.

FORMOSA

Textile Machinery for General Textile Manufacturing Co. September 28. E.S.B. 24917/64.*
Universal Cement Corporation:
Cement Plant Project. September 30. E.S.B. 24919/64.*
Cement Plant Project. September 30. E.S.B. 24920/64.*
Central Trust of China:
Steel Pipes. (Further Information.) September 16. E.S.B. 582/64.*
Meter Testers Sealing Pliers/Dies. September 22. E.S.B. 24735/64.*
Rubber Insulator Hood, Electroscope. September 23. E.S.B. 24906/64.*
Suspension Insulators. September 21. E.S.B. 24907/64.*
Universal Camera Microscope. September 23. E.S.B. 24930/64.*
Iron Case Meters. September 23. E.S.B. 24931/64.*
Pump. September 26. E.S.B. 24932/64.*
Spare Parts for Logging Trucks. September 24. E.S.B. 24933/64.*
Heat Exchanger Tubes. September 21. E.S.B. 24936/64.*
Steel Bar. September 21. E.S.B. 24937/64.*
Vertical Pumps; Flow Meter and Circuit Breakers. September 24. E.S.B. 24964/64.
Steel Line Pipe. September 22. E.S.B. 1955/64.*
Mineral Wool. (Further Information.) September 24. E.S.B. 15905/64.*
Analytical Balance; Tube Furnace. (Further Information.) September 16. E.S.B. 18320/64.*
Motor Control Centre Unit. September 23. E.S.B. 24934/64.*
Heat Exchange Tubes. September 21. E.S.B. 24935/64.*
Transformers. October 6. E.S.B. 24965/64.*
Hydraulic Compressors. September 21. E.S.B. 24908/64.*
Rubber Insulating Blanket. September 21. E.S.B. 24909/64.*
Storage Oscilloscopes. September 23. E.S.B. 24910/64.*
Address Cards. September 22. E.S.B. 24911/64.*
Acetic Anhydride. September 21. E.S.B. 24912/64.*
Plate Bending and Rounding Equipment. September 25. E.S.B. 24929/64.*
Alloy Steel. September 16. E.S.B. 24412/64.*

FRANCE

Electrical Charger Converter Sets for Service National de la Protection Civile. September 25. E.S.B. 24710/64.

GREECE

Bus Chassis for Athens District City Transport. October 5. E.S.B. 24799/64.
Ministry of Trade:
Telephone Equipment. September 28. E.S.B. 24718/64.*
Workshop Equipment. (Further Information.) September 17. E.S.B. 7049/64.*
Drilling Equipment. September 28. E.S.B. 24719/64.*
Metal. September 17. E.S.B. 24735/64.*

INDIA

Air Conditioning Equipment for U.P. State Electricity Board. (Further Information.) August 7. Tender documents now available. E.S.B. 22907/64.*
Circuit Breakers for Central Railway. November 2. E.S.B. 24739/64.
Cloth Cutting Machines for Southern Railway. September 16. E.S.B. 24480/64.
Coke Oven and By-Product Plant for Hindusan Steel Ltd. Tender documents now available. E.S.B. 24042/64.*

One of seven type HS.200 automatic high speed centreless bar turning machines built recently by Sir James Farmer Norton and Co., Manchester, which are equipped with control gear built by Brookhirst Igranic. Four of these seven machines are for export to countries including Germany and Canada. The growing demand for steel bars having fewer imperfections and the advent of improved tungsten carbide tools have made feasible the replacement of centreless grinding by high speed turning, a development which enables more material to be removed per pass at higher overall throughput rates.

Cranes for Hindustan Shipyard Ltd. (Further Information.) Closing date postponed to September 21. E.S.B. 13788/64.*
Dam Equipment for Construction Circle No. 1. (Further Information.) Closing date postponed to October 19. E.S.B. 14927/64.*
G.S. Earthwires for Madras State Electricity Board. October 6. E.S.B. 24461/64.*
Electro-Pneumatic Brake Equipment for Integral Coach Factory Madras. September 28. E.S.B. 24293/64.
Generating Sets; Switchgear for U.P. State Electricity Board. (Further Information.) September 28. E.S.B. 18532/64.*
Machine Tools for Brammer V-Link Belting India Ltd. September 25. E.S.B. 24707/64/DLF.
Platform Trucks for Indian Telephone Industries Ltd. September 25. E.S.B. 24456/64.
Plugs, 3-Way, for Posts and Telegraph Department. October 26. E.S.B. 24915/64.
Steel Plant Equipment for Durgapur Steel Plant. November 23. E.S.B. 24261/64.
Turbine Pumps for Singareni Collieries Co. Ltd. September 17. E.S.B. 24462/64.
Directorate of Supplies and Disposals:
Mobile Crane. September 30. E.S.B. 24779/64.
Wire Rope. September 23. E.S.B. 24713/64.*
Gujarat Electricity Board:
H.S. Meters. September 19. E.S.B. 24903/64.
Road Roller. September 30. E.S.B. 24435/64.
Andhra Pradesh State Electricity Board:
Fault Recorders. September 16. E.S.B. 24475/64.*
Oil Testing Kit. September 16. E.S.B. 24474/64.*
Uttar Pradesh Irrigation Department:
Gun Metal. (Further Information.) E.S.B. 21181/64.*
Plate Bending Machine. (Further Information.) E.S.B. 21183/64.*
Bess Purchase Organization, Talwara Township:
Reamer Shells. October 12. E.S.B. 24716/64.
Pipe Fittings. October 30. E.S.B. 24717/64.
Photographic Equipment. October 6. E.S.B. 24463/64.
Steel. November 16. E.S.B. 24464/64.
National Coal Development Co. Ltd.:
Compressor. September 18. E.S.B. 24490/64.*
Press. September 18. E.S.B. 24491/64.*
Fork Lift Truck. September 18. E.S.B. 24492/64.*
Vehicle. September 18. E.S.B. 24701/64.*
Mobile Crane. September 19. E.S.B. 24702/64.*
Atomic Energy Establishment, Trombay:
Aluminium Drawn Tubing. (Further Information.) Tender documents now available. E.S.B. 23540/64.*
Gear Cutters. (Further Information.) Tender documents now available. E.S.B. 24017/64.*
Pneumatic Cylinders. September 25. E.S.B. 24494/64.*
Press. September 18. E.S.B. 24496/64.*
Air Compressors and Filters. October 9. E.S.B. 24497/64.
Steel. October 5. E.S.B. 24499/64.

(Continued on page 525)

TAX CONCESSIONS IN ONTARIO

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Personal Incomes up 5.5%
Manufacturing Shipments up 8%
Industrial Production up 4.5%
Number of New Industries in 1963, 173

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Depreciation allowances – new machinery 50%, new building 20%

COMPANIES with new or advanced products or manufacturing techniques are invited to investigate these opportunities. **Ontario manufacturers are interested in starting joint ventures or manufacturing new products under licence.** Worthwhile projects may qualify for financial assistance.
Further information and introductions from:

Trade and Industry Branch,
Ontario Government,
Ontario House,
13 Charles II Street,
London, S.W.1
Tel: WHI 6404

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Pipes and Fittings. (Further Information.) Closing date postponed to September 29. E.S.B. 21383/64.*
G.S. Sheets. (Further Information.) September 22. E.S.B. 23341/64.*
Steam Jet Ejectors. September 22. E.S.B. 24495/64.
M.S. Screws; Nuts and Washers. September 21. E.S.B. 24795/64.
Ice Making Machine. October 6. E.S.B. 24796/64.
Evaporating Plant. October 5. E.S.B. 24797/64.
S.S. Sheets. October 20. E.S.B. 24798/64.

IRAQ

Airport Ground Equipment for Ministry of Finance. (Further Information.) E.S.B. 24086/64.*
Cable for Ministry of Municipal and Rural Affairs. (Further Information.) Closing date postponed to September 29. E.S.B. 23175/64.
Electric Materials for Administrators of Distribution of Oil Products. September 23. E.S.B. 24971/64.
Materials for Dry Cell Production for Ministry of Defence. (Further Information.) E.S.B. 12489/64.*
Steel Pipes and Valves for Baghdad Water Supply. (Further Information.) Tender documents now available. E.S.B. 22745/64.*

KOREA

Office of Supply:
Machine Tools and Miscellaneous Equipment. September 24. E.S.B. 24703/64.*
Paper Processing Machinery. September 22. E.S.B. 24429/64.*
Rail and Steel Plate. September 16. E.S.B. 24984/64.*

LEBANON

Electric Welding Equipment for Lebanese State Railways. September 23. E.S.B. 24431/64.*

MALAYSIA

Laboratory Equipment for Central Supplies Office. (Further Information.) September 16. Tender documents now available. E.S.B. 11400/64.*
Metering Equipment for Public Works Department. September 18. E.S.B. 23749/64.*
Ministry of Health:
Hospital Equipment. September 21. E.S.B. 24925/64.
Plaster of Paris. September 21. E.S.B. 24924/64.
Ministry of Defence:
Hand Tools. September 18. E.S.B. 24743/64.*
Miscellaneous Military Stores. September 25. E.S.B. 24744/64.*
Hand Tools. September 25. E.S.B. 24745/64.*

MOROCCO

Ministry of Posts, Telegraphs and Telephones:
Bronze, Copper and Galvanized Iron Wires. October 28. E.S.B. 24277/64.*
Telephone Cables. October 28. E.S.B. 24276/64.*

MOZAMBIQUE

Ports, Railways and Transport Department:
Railway Transport Equipment. October 9. E.S.B. 24423/64.
Wire Rope. October 14. E.S.B. 24421/64.
Woollen Thread. December 11. E.S.B. 24420/64.

NEW ZEALAND

General Post Office, Wellington:
Capacitors. September 24. E.S.B. 24425/64.*
Electric Stills. September 30. E.S.B. 24973/64.*

NORTHERN RHODESIA

Antibiotics for Ministry of Health. (Further Information.) September 18. Tender documents now available. E.S.B. 24069/64.*
Generation Equipment for General Post Office. (Further Information.) September 18. E.S.B. 24068/64.*

PAKISTAN

Contractor's Equipment; Vehicle Pumps; Workshop Equipment for Water and Power Development Authority. (Further Information.) E.S.B. 21197/64.
Textile Machinery for Directorate of Supply. November 9. E.S.B. 24734/64.

PARAGUAY

Aerial Survey Project for Institute of Rural Welfare. September 26. E.S.B. 24746/64.*

SOUTH AFRICA

Generators; Pumps for South African Railways. September 25. E.S.B. 24782/64.*
Hospital Equipment for Transvaal Provincial Tender Board. September 25. E.S.B. 24437/64.*
Cape Provincial Administration:
Hand Tools. September 25. E.S.B. 24778/64.*
Precision Weights. September 23. E.S.B. 24982/64.*
State Tender Board:
Electric Motors and Starters. September 18. E.S.B. 24791/64.*
Agricultural Machinery. September 21. E.S.B. 24790/64.*
Furnaces. September 28. E.S.B. 24792/64.*
Parachute Harness. September 16. E.S.B. 24793/64.*
Trailers; Wagons; Concrete Mixer and Compressor. September 16. E.S.B. 24789/64.
Syringes; Meters; Lamps. September 23. E.S.B. 24785/64.*
Nectiide Injection. September 21. E.S.B. 24784/64.*
Dental Equipment. September 22. E.S.B. 24785/64.*
Contractors' Plant. September 16. E.S.B. 24741/64.*
Pharmaceuticals. September 23. E.S.B. 24786/64.*
Fork Lift Truck. September 18. E.S.B. 24787/64.*
Power Factor Correcting Capacitors. September 28. E.S.B. 24794/64.*

SOUTHERN RHODESIA

Tender Board:
Radio Pack Sets. October 1. E.S.B. 24748/64.*
Filmstrip Projectors. September 17. E.S.B. 24750/64.*

SPAIN

Constructional Project for Ministerio de Obras Publicas. September 22. E.S.B. 24714/64.
Extension and Improvement of Airfield for Ministerio del Aire. September 17. E.S.B. 24732/64.

SUDAN

Lead for Sudan Railways. October 5. E.S.B. 24954/64.

SYRIA

Cigarette Manufacturing Equipment for Syrian Tobacco Monopoly. September 19. E.S.B. 24300/64.*
Gas Oil; Gasoline for General Petroleum Authority. September 30. E.S.B. 24983/64.*
Railway Construction for Ministry of Communications. (Advance Information.) Closing date not known. E.S.B. 24415/64.
Tractor Assembly Plant for Ministry of Industry. (Further Information.) October 31. E.S.B. 16535/64.*

THAILAND

Capacitors for Metropolitan Electricity Authority. September 21. E.S.B. 24298/64.*

Lottery Printing Machine for Government Lottery Bureau. November 10. E.S.B. 24904/64.
State Railway of Thailand:
Dynamometer. September 25. E.S.B. 24416/64.
Steel Tyres. September 29. E.S.B. 24402/64.

TRINIDAD AND TOBAGO

Trinidad and Tobago Electricity Commission:
Clamps. October 19. E.S.B. 24916/64.*
Stay Wire. October 19. E.S.B. 24918/64.*

TUNISIA

Construction of 'Tourist Village' for Société Tunisienne de Banque. Closing date not known. E.S.B. 25011/64.*
Stone Crushing Equipment for Co-operative d'Exploitation des Carrieres de la Medjerda. Closing date not known. E.S.B. 24747/64.

TURKEY

Electro-Filters for Cement Industry Corporation. October 11. E.S.B. 24772/64.*
Workshop Machinery for State Railways Administration. September 28. E.S.B. 24771/64.*

UNITED STATES

Autotransformer for Bureau of Reclamation. September 22. E.S.B. 24736/64.*
Electrical Equipment for U.S. Army Corps of Engineers. September 16. E.S.B. 24737/64.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (CITy 5757, Ext. 427). Please quote reference numbers in all inquiries.

Afghanistan
Inquiry for diesel generator. (E.S.B. 23937/64.)

Algeria
Inquiry for equipment for hotel; hotel consultants. (E.S.B. 25425/64.)

Australia
Agency inquiry for fur fabrics; knitted fabrics. (E.S.B. 24593/64.)
Agency inquiry for haberdashery. (E.S.B. 21534/64.)
Agency inquiry for toys. (E.S.B. 24807/64.)
Inquiry for advertising gifts; sales premiums. (E.S.B. 25035/64.)
Inquiry for doors; educational equipment. (E.S.B. 24346/64.)
Inquiry for switches. (E.S.B. 24694/64.)
Inquiry for foodstuffs. (E.S.B. 24568/64.)
Inquiry for chemical engineering equipment. (E.S.B. 25028/64.)
Manufacture under licence – materials handling equipment. (E.S.B. 24383/64.)

Austria
Inquiry for plastics and textile materials for footwear industry. (E.S.B. 24605/64.)

Belgium
Agency inquiry for electronic equipment and accessories; radio and T.V. sets. (E.S.B. 24628/64.)

Canada
Agency inquiry for cotton hosiery yarns. (E.S.B. 23935/64.)
Agency inquiry for confectionery. (E.S.B. 24196/64.)
Agency inquiry for women's sweaters. (E.S.B. 24608/64.)
Agency inquiry for pipe fittings. (E.S.B. 25453/64.)
Inquiry in respect of expansion of medical training facilities. (E.S.B. 25071/64.)
Inquiry for sporting goods. (E.S.B. 25053/64.)
Inquiry for welding equipment and supplies. (E.S.B. 24599/64.)
Inquiry for confectionery; foodstuffs; housewares; supermarket lines. (E.S.B. 24611/64.)
Inquiry for poultry farming equipment. (E.S.B. 23519/64.)
Inquiry for automotive spare parts. (E.S.B. 18785/64.)
Inquiry for women's nylon hosiery. (E.S.B. 23955/64.)
Inquiry for meat. (E.S.B. 25061/64.)

Colombia
Inquiry in respect of concrete asphalt plant. (E.S.B. 24780/64.)
Inquiry for runway lighting equipment. (E.S.B. 23267/64.)

Costa Rica
Inquiry for diesel engines; generators; pumps. (E.S.B. 24635/64.)

Dominican Republic
Agency inquiry for textiles. (E.S.B. 19961/64.)

Ethiopia
Inquiry for prefabricated houses. (E.S.B. 24657/64.)

Fiji
Agency inquiry for cotton prints; tropical underwear. (E.S.B. 25446/64.)

Finland
Agency inquiry for foodstuffs; raw materials for the food industry. (E.S.B. 24629/64.)
Agency inquiry for women's dress materials. (E.S.B. 24531/64.)
Inquiry for furniture. (E.S.B. 14292/64.)
Inquiry for fire extinguishers. (E.S.B. 25085/64.)

Formosa
Inquiry for chemicals. (E.S.B. 24849/64.)

France
Agency inquiry for chemicals; plastics raw materials. (E.S.B. 25059/64.)
Agency inquiry for automobile accessories; boat fittings; sports and camping equipment. (E.S.B. 25057/64.)
Inquiry for electrical domestic equipment. (E.S.B. 24324/64.)
Inquiry for gardening equipment. (E.S.B. 24859/64.)

Germany, Federal Republic of
Inquiry for steel wire. (E.S.B. 23562/64.)
Inquiry for bathing caps. (E.S.B. 24624/64.)

Ghana
Inquiry for safes. (E.S.B. 24801/64.)

Honduras, Republic of
Agency inquiry for pumps; wire binding machine. (E.S.B. 24382/64.)

India
Inquiry for steel sheets. (E.S.B. 24914/64.)

Iraq
Inquiry for electrical equipment and supplies; ladders; wire nails. (E.S.B. 24185/64.)

Irish Republic
Agency inquiry for laboratory equipment. (E.S.B. 24622/64.)

Israel
Agency inquiry for cotton skirtings. (E.S.B. 25025/64.)

Italy
Agency inquiry for gin; tea; whisky. (E.S.B. 24385/64.)
Agency inquiry for laboratory equipment. (E.S.B. 25054/64.)
Agency inquiry for fruit jellies; jams. (E.S.B. 24821/64.)
Inquiry for industrial chemicals. (E.S.B. 14858/64.)
Inquiry for foodstuffs. (E.S.B. 24598/64.)

Jamaica
Manufacture under licence – trailers. (E.S.B. 24809/64.)

Japan
Agency inquiry for auto-lifts. (E.S.B. 25451/64.)
Inquiry for electron valves. (E.S.B. 24395/64.)
Inquiry for pulsator; testing equipment. (E.S.B. 24532/64.)

Jordan
Agency inquiry for tyres. (E.S.B. 20112/64.)

Kenya
Agency inquiry for knitwear; piece-goods. (E.S.B. 17205/64.)

Kuwait
Inquiry for oil-field equipment and supplies; chemicals. (E.S.B. 24892/64.)
Al Raudhatian and partners. (E.S.B. 25024/64.)

Lebanon
Agency inquiry for industrial equipment; machinery and plant. (E.S.B. 25004/64.)

Malawi
Registration of civil engineering contractors for roads, airfields and bridges. (E.S.B. 25402/64.)

Malaysia
Inquiry for foodstuffs. (E.S.B. 24645/64.
Inquiry for machinery and plant; raw materials for the manufacture of cosmetics. (E.S.B. 24514/64.)

Mauritius
Inquiry for foodstuffs; confectionery; steel wool; textiles. (E.S.B. 24310/64.)

Morocco
Agency inquiry for thrust borer machinery. (E.S.B. 21564/64.)

Netherlands
Inquiry for diesel spares and maintenance equipment. (E.S.B. 24612/64.)
Inquiry for electronic equipment; semi-conductors. (E.S.B. 24610/64.)
Samples display, Amsterdam.

New Zealand
Agency inquiry for suit linings. (E.S.B. 13606/64.)
Agency inquiry for leather. (E.S.B. 24191/64.)

Nigeria
Inquiry for fountains; garden ornaments; swimming pools. (E.S.B. 25673/64.)

Paraguay
Inquiry for generating plant. (E.S.B. 24318/64.)

Philippines Republic
Inquiry for domestic cookers; motor car assembly; refrigeration equipment. (E.S.B. 12999/64.)

New Zealand Broadcasting Corporation has now ordered another presentation switching equipment system from EMI Electronics Ltd., to extend existing television studio facilities at Christchurch by the installation of a presentation control suite. Two similar systems have already been delivered by EMI to NZBC's studios at Auckland and Wellington. Before the installation of a presentation suite which provides a centralized control for the selection of the various sound and vision sources for transmission, operations were handled from the main studio control room which seriously restricted production in the main studio. Presentation switching equipment is seen here installed at NZBC's Wellington studios.

Portugal
Agency inquiry for building materials and equipment; tools. (E.S.B. 25432/64.)
NATO infrastructures; tax exemption.

Sudan
Restrictions on foreign goods. (E.S.B. 23064/64.)

Sweden
Agency inquiry for searchlights. (E.S.B. 21216/64.)
Agency inquiry for furniture. (E.S.B. 25082/64.)

Switzerland
Agency inquiry for clothing. (E.S.B. 25062/64.)
Agency inquiry for specialities; health foods; pharmaceutical products. (E.S.B. 24563/64.)
Agency inquiry for piece-goods. (E.S.B. 25434/64.)
Inquiry for plastics pipes and tubes. (E.S.B. 22125/64.)

Syria
Inquiry for glue. (E.S.B. 24681/64.)
Inquiry for fertilizers. (E.S.B. 24643/64.)

Tanganyika
Agency inquiry for confectionery. (E.S.B. 24108/64.)

United States
Agency inquiry for furniture; furnishing fabrics; wood mouldings. (E.S.B. 24810/64.)
Inquiry for machinery service facilities. (E.S.B. 24647/64.)
Inquiry for men's socks. (E.S.B. 24347/64.)
Inquiry for automobile replacement parts. (E.S.B. 24549/64.)
Inquiry for steel tubing. (E.S.B. 24652/64.)
Inquiry for platinum resistance wire. (E.S.B. 16106/64.)
Inquiry for ballast units for mercury street lights. (E.S.B. 24547/64.)
Inquiry for brass rod – further information. (E.S.B. 23616/64.)
Inquiry for ceramic domestic ware; textiles. (E.S.B. 24137/64.)
Inquiry for brass castings. (E.S.B. 24607/64.)
Manufacture under licence – baby chair. (E.S.B. 24586/64.)
Manufacture under licence – packaging machinery. (E.S.B. 24338/64.)
Boat show in Miami to be visited by an Officer of the British Consulate, Miami. (E.S.B. 24631/64.)

Uruguay
Inquiry for electric motors. (E.S.B. 23949/64.)

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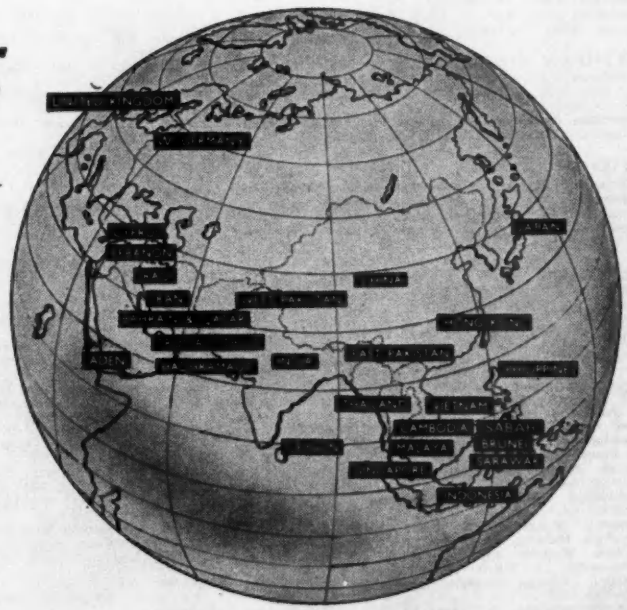

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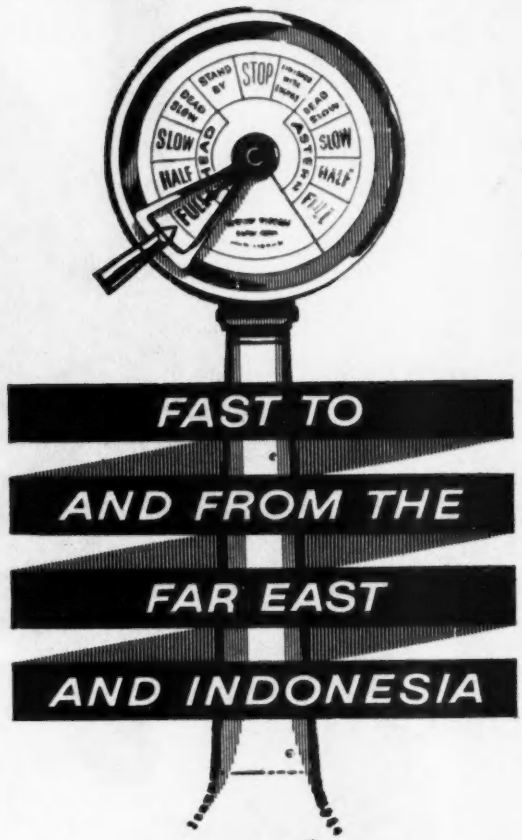

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TRADE AND FINANCIAL ARRANGEMENTS

Tunisia and Hungary

THE TUNISIAN *Journal Officiel* of July 24, 28, 31, 1964, announced the renewal, for a further period of one year from January 1, 1964, of the trade agreement between Tunisia and Hungary, as amended by the additional protocol of April 25, 1964.

The French text of the announcement may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Ethiopia

THE TUNISIAN *Journal Officiel* of August 4, 7, 1964, reported the renewal of the trade agreement between Tunisia and Ethiopia signed June 25, 1960, for a period of one year from June 26, 1964.

The lists of goods to be exchanged between the two countries remain unaltered.

The French text of the announcement may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and the Congo Republic (Leopoldville)

THE TUNISIAN *Journal Officiel* of July 24, 28, 31, 1964, announced the signing of a trade agreement on May 29, 1964, valid for one year from that date between Tunisia and the Congo Republic (Leopoldville).

Exports from the Congo Republic (Leopoldville) include raw material such as rubber, palm oil, tin, copper, cobalt, manganese and germanium.

Exports from Tunisia include citrus fruits, barley, maize, olive oil, leather footwear, nitrogenous fertilizers, cork, lorries, cars, bicycles and textiles.

No quota values are stated in this agreement.

The French text of the announcement may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Libya

THE TUNISIAN *Journal Officiel* of August 4, 7, 1964, reported the renewal of the trade agreement between Tunisia and Libya signed June 14, 1961, for a period of one year from July 1, 1964.

Bilateral quotas under this agreement remain unchanged.

The French text of this announcement may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Turkey and Eastern Germany

THE TURKISH AUTHORITIES have published a list of import and export quotas governing the exchange of goods between Turkey and Eastern Germany in the year ending June 30, 1965, in accordance with the Trade and Payments Agreement dated April 28, 1955, between the Union of Chambers of Turkey and the East German Chamber for Foreign Trade.

East German imports from Turkey will include tobacco, raisins, hazelnuts, cotton, hide and leather, oil cakes, canary seed, citrus fruit and boracite.

East German exports to Turkey will include chemicals, unexposed films, plastics, synthetic rubber, artificial and synthetic fibres, iron and steel, tools, machinery and mechanical appliances, and electrical machinery and equipment.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449 or 450).

British commercial representatives overseas

THE FOLLOWING amendments should be made to the list of British commercial representatives overseas published in the *Board of Trade Journal* on July 31, 1964 (pages i-viii):

BRAZIL:
Sao Paulo: Amend the street address of the British Consulate-General to read:
Rua Conselheiro Crispianiano 72 (4th Andar) (for visitors) RIO DE JANEIRO.

CANADA:
Toronto: Delete 'Mr. J. R. W. Wilby, C.M.G.'
Insert Mr. G. H. S. Jackson, C.M.G.
Winnipeg: Delete 'Mr. H. Herring, The Assistant British Trade Commissioner.'
Insert, Mr. G. H. Husted, The British Trade Commissioner.
Regina: The Office of the British Trade Commissioner now has a *second* telephone number, i.e., 527-6350.

CHINA:
Shanghai: Delete '(Commercial)' in the second line of the entry.

FRANCE:
Lyons: Amend the address and telephone number of the Consulate-General to read:
24, Rue Childebert (4th Floor), Lyons (2e). (Tel. 37-59-62 (2 lines).

IRAN:
Tehran: Delete 'Mr. S. M. Black, First Secretary (Commercial).'
Insert, Mr. P. Wilkinson, Counsellor (Commercial).

HONG KONG:
The telephone number of the British Trade Commissioner has been changed to 230176 (3 *lines*). The address remains unchanged.

SOUTH AFRICA (Republic of):
Pretoria: Amend the Telex *a/b* to read 'Prodrome.'
Cape Town: Delete (Telex CX 7301 a/b Proct).
Insert (Telex CX 7447 a/b Proct).
Johannesburg: Amend the entry to read:
JOHANNESBURG (C.G.)— Mr. F. I. Lamb, H.M. Consul (Commercial), 8th Floor, B.P. Centre, Corner Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. (Britconsul, Johannesburg). (Tel.: 834-6411). (Telex J.7115 a/b Britform).
Durban: Amend the entry to read:
DURBAN (C.G.)—Mr. H. C. White, H.M. Vice-Consul (Commercial), Barclays Bank Building, Field Street, Durban. (Britain, Durban). (Tel. 313131 (5 lines)). (Telex 319D a/b Britain).
Port Elizabeth: Delete (Tel. 29549/0).
Insert (Tel. 29549).

SWITZERLAND:
The Swiss Postal Authorities have recently introduced a new system of index numbers for addresses. Letters addressed to British Commercial Representatives in Switzerland should now show on the envelopes, in addition to the name of the destination, a corresponding 4-figure index number, thus:
British Embassy, Thunstrasse 50, 3005 *Berne*.
British Consulate-General, Dufourstrasse 56, 8008 *Zurich*.
British Consulate-General, Quai Wilson 41, 1201 *Geneva*.
British Consulate, Rittersgasse 35, 4001 *Basle*.

BRITISH TRADE CORRESPONDENTS:

AFRICA, SOUTH WEST: Delete 'P.O. Box 85.'
Insert, P.O. Box 29.

BASUTOLAND: Amend the entry to read:

BASUTOLAND: Government Secretary, Maseru.

Republic of Ireland—Copyright Act

NOTIFICATION HAS BEEN received that October 1, 1964, has been appointed as the date on which the Irish Copyright Act, 1963, shall come into operation. Copies of the Order appointing this date, as well as copies of Rules and Regulations made under the above Act may be purchased from the Government Publications Sales Office, G.P.O. Arcade, Dublin 1. Copies will be available for inspection in in the Board of Trade Library, 1, Victoria Street, London, S.W.1, and the Patent Office Library Annex, Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
COVERINGS: Floor: Abrasive, of the type used on floor surfaces to prevent slipping, consisting of a textile fabric base with an abrasive coating on one surface and a pressure sensitive adhesive (protected by plastic liner material) on the other. *Note:* Safety walk is covered by this decision.	118 (C) (1)	25% *ad val.*
DRUGS, CHEMICALS AND MEDICINES: Dimethylphthalate, an insect repellent, in 2 oz. bottles	280 (V)	17½% *ad val.* or £45 per ton less 12½% *ad val.* whichever rate returns the higher duty
URGICAL AND DENTAL AND VETERINARY INSTRUMENTS AND APPLIANCES: Canulae: Of or in chief part by weight of artificial plastic material. Catheters: Of or in chief part by weight of artificial plastic material	419 (D) (1)	27½% *ad val.*

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Tariff Board inquiries

THE AUSTRALIAN Minister of Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) Garage and workshop test equipment primarily designed for use in the maintenance of internal combustion engines, being composite units consisting of two or more of the following:
(a) Electrical or electronic revolution counters
(b) Exhaust gas analysers
(c) Cam angle testers
(d) Stroboscopes or stroboscopic lamps
(e) Coil and condenser testers
(Tariff Items 168(A)(1), 176(K)(6), 180(F), 206(A)).

(2) Telescopic sights (Tariff Item 317(B)(1)).

These references have been made as a result of representations by local manufacturers.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
168	MACHINERY, viz.: (A) (1) Steam-engine indicators; revolution and speed counters, n.e.i.; zinc refining retorts; fire engines *ad val.*	Free	7½%	7½%
176	(K) Meters, gauges, controllers and the like, not covered by sub-item (L)- (6) CO and CO_2 indicators and recorders and parts specially designed therefor and aspirators and filters for use therewith *ad val.*	Free	7½%	7½%
180	ELECTRICAL AND GAS APPLIANCES: (F) N.e.i., but not including brasswork, bronzework and gunmetal work for general engineering and plumbing and other trades *ad val.*	17½%	42½%	42½%
	Primage duty Gas appliances	Exempt	Exempt	Exempt
	Other *ad val.*	Exempt	5%	10%
206	(A) Lamps, n.e.i., except lamps for cycles and motor cycles and miners' portable acetylene lamps; lanterns, n.e.i.; lampware, n.e.i., but not the columns or sheetmetal framework of street lamps *ad val.*	5%	45%	45%
	Primage Duty Lampware of the type operated by self-contained batteries	Exempt	Exempt	Exempt
	Other *ad val.*	5%	10%	10%
317	(B) Telescopes: (1) Sights for weapons *ad val.*	27½%	45%	45%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than September 21.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. (1) CRE 11612/64 and (2) CRE 11613/64.

Further Tariff Board inquiries

THE AUSTRALIAN MINISTER for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) **Nitrogenous fertilizers** (Tariff Items 271 (A) and (B), 280 (J), 281 (L)(1), 281 (S), 403 (A) and (E)).
(2) **Vinyl chloride polymers and co-polymers** (Tariff Item 368 (A) (1) (C)).

Both these references are of Departmental origin.

Note: Specific rates are shown in Australian currency: £A125=£100 Sterling.

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Details of the Tariff Item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
271	(A) Ammonium acetate; ammonium carbonate; ammonium bicarbonate *ad val.*	10%	25%	27½%
	(B) Ammonia, anhydrous or in an aqueous solution . . . . . *ad val.*	10%	25%	27½%
280	DRUGS AND CHEMICALS, viz.:			
	(J) (1) Diammonium hydrogen orthophosphate or ammonium dihydrogen orthophosphate, containing less than 6 parts of arsenic per million *ad val.*	30%	40%	45%
	(2) (a) Disodium hydrogen orthophosphate . . . . *ad val.*	30%	40%	45%
	(b) Sodium hexametaphosphate *ad val.*	30%	40%	45%
	(c) Tetrasodium pyrophosphate; sodium tripolyphosphate *ad val.*	30%	40%	45%
	(d) Sodium dihydrogen orthophosphate; disodium dihydrogen pyrophosphate . *ad val.*	30%	40%	45%
	(e) Trisodium orthophosphate *ad val. and*, for each £1 or part thereof by which the f.o.b. price is less than £47 10s. per ton, an additional duty of . . . per ton	30% £1	40% £1	45% £1
	(3) Calcium tetrahyd ogen diorthophosphate . . . . . *ad val.*	30%	40%	45%
	(4) Potassium dihydr ogen orthosphosphate . . . . . *ad val.*	30%	40%	45%
	(5) Trixylyl phosphate; tritolyl phosphate and other phosphoric ester plasticizers . . . . *ad val.*	Free	7½%	10%
281	DRUGS AND CHEMICALS, viz.:			
	(L) N.e.i.:			
	(1) When not packed for retail sale *ad val* .	Free	7½%	7½%
	(S) Sodium nitrate, synthetic, containing more than 16·3% by weight of nitrogen, calculated on a dry anhydrous product basis . . . . *ad val.*	Free	7½%	7½%
368	ARTIFICIAL RESINS AND PLASTIC MATERIALS:			
	(A) Polymerization and copolymerization products of the vinyl and vinylidene types:			
	(1) Emulsions, solutions, pastes, powders, granules, flakes, lumps and similar forms including moulding compounds, not covered by item 232 (E) or item 255 (J (1); waste and scrap:			
	(c) Of vinyl chlorid e polymers and copolymers:			
	(1) Specially prepare d for the manufacture of sound reproduction discs . per lb.	6d.	7½d.	9d.
	(2) Unplasticized , no t covered by clause (1) . *ad val.*	25%	40%	45%
	or { per lb. / less *ad val.*	6½d. 15%	6½d. —	6½d. —
	whichever rate returns the higher duty.			
	(3) Other . . . . *ad val.*	25%	40%	45%
403	MINERAL OR CHEMICAL FERTILIZERS, including chemicals specified in this item whether to be used as fertilizers or not:			
	(A) Nitrogenous:			
	(1) Other than liquid fertilizers:			
	(a) Urea containing not more than 45% by weight of nitrogen, calculated on a dry anhydrous product basis . . .	Free	Free	Free
	(b) Ammonium sulphate, whether or not pure . . . *ad val.*	Free	7½%	7½%
	(c) Sodium nitrate containing not more than 16·3% by weight of nitrogen, calculated on a dry anhydrous product basis; calcium nitrate containing not more than 16% by weight of nitrogen, calculated on a dry anhydrous product basis . . .	Free	Free	Free
	(d) Calcium cyanamide containing not more than 25% by weight of nitrogen, calculated on a dry anhydrous product basis, whether or not treated with oil . .	Free	Free	Free
	(e) Ammonium sulphonitrate, whether or not pure; calcium nitrate-magnesium nitrate, whether or not pure	Free	Free	Free
	(f) Ammonium nitrate, whether or not pure:			
	(1) Containing not more than 33·25% by weight of nitrogen, calculated on a dry anhydrous product basis . .	Free	Free	Free
	(2) Other . . . *ad val.*	Free	7½%	7½%
	(2) Goods (not being liquid fertilizers) suitable for use, with or without further addition, as fertilizers, consisting of ammonium chloride mixed with inorganic non-fertilizing substances or consisting of any of the goods specified in paragraph (1), whether or not pure, mixed one with another or with inorganic non-fertilizing substances . . .	Free	Free	Free
	(3) Liquid fertilizers, in aqueous or liquid ammonia solution:			
	(a) Consisting of urea containing not more than 45% by weight of nitrogen . . . *ad val.*	Free	7½%	7½%
	(b) Consisting of ammonium nitrate or of ammonium nitrate and urea	Free	Free	Free
	(E) Other fertilizers, not being liquid fertilizers; animal or vegetable fertilizers chemically treated:			
	(1) Ammonium phosphates containing not less than 6 parts of arsenic per million, calculated on a dry anhydrous product basis . *ad val.*	Free	7½%	7½%
	(2) Sodium nitrate mixed or combined with potassium nitrate, with or without non-fertilizing substances .	Free	Free	Free
	(3) Rock phosphates, natural . .	Free	Free	Free
	(4) N.e.i., including composite or complete fertilizers (i.e. containing two or more different fertilizing substances (e.g. nitrogen, phosphorus or potassium))	Free	Free	Free

This matters has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than September 22.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London S.W.1, quoting reference Nos. (1) CRE 11647/64 and (2) 11648/64.

(Continued on next page)

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AUSTRALIA, *continued*

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in the Australian Customs and Excise Tariffs by Customs Tariff Proposals and Excise Tariff Proposals which came into effect on August 12, 1964. Deletions from and additions to the Customs and Excise Tariffs are shown by square brackets and italics respectively.

Customs Tariff

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
20	TOBACCO, CUT, N.E.I.:						
	(A) The manufacture of the United Kingdom, containing not less than 15% by weight of stemmed Australian-grown tobacco leaf (or its equivalent in terms of unstemmed tobacco leaf) to the total stemmed tobacco leaf (or its equivalent in terms of unstemmed tobacco leaf) used in the manufacture of such tobacco . . . . per lb.	£1 3s. 8d.	..	..	£1 5s. 8d.	..	..
	(B) Other . . . . . per lb.	£1 4s. 11d.	£1 5s. 11d.	£1 5s. 11d.	£1 6s. 11d.	£1 7s. 11d.	£1 7s. 11d.
			Primage Duty			Primage Duty	
	ad val.	10%	10%	10%	10%	10%	10%
21	TOBACCO, MANUFACTURED, N.E.I., including the weight of tags, labels and other attachments:						
	(A) The manufacture of the United Kingdom, containing not less than 15% by weight of stemmed Australian-grown tobacco leaf (or its equivalent in terms of unstemmed tobacco leaf) to the total stemmed tobacco leaf (or its equivalent in terms of unstemmed tobacco leaf) used in the manufacture of such tobacco . . . . per lb.	£1 3s. 5d.	..	..	£1 5s. 5d.	..	..
	(B) Other . . . . . per lb.	£1 4s. 8d.	£1 5s. 8d.	£1 5s. 8d.	£1 6s. 8d.	£1 7s. 8d.	£1 7s. 8d.
			Primage Duty			Primage Duty	
	ad val.	10%	10%	10%	10%	10%	10%
22	CIGARETTES, including weight of cards and mouth-pieces contained in inside packages; fine cut tobacco suitable for the manufacture of cigarettes:						
	(A) The manufacture of the United Kingdom, containing not less than 3% by weight of stemmed Australian-grown tobacco leaf (or its equivalent in terms of unstemmed tobacco leaf) to the total stemmed tobacco leaf (or it equivalent in terms of unstemmed tobacco leaf) used in the manufacture of such cigarettes or fine cut tobacco . per lb.	£2 3s. 0d.	..	..	£2 8s. 3d.	..	..
	(B) Other:						
	(1) Cigarettes including weight of cards and mouth-pieces contained in inside packages per lb.	£2 3s. 0d.	£2 3s. 0d.	£2 6s. 4d.	£2 8s. 3d.	£2 8s. 3d.	£2 11s. 7d.
			Primage Duty			Primage Duty	
	ad val.	Ex.	Ex.	Ex.			10%
	(2) Fine cut tobacco suitable for the manufacture of cigarettes . . . per lb.	£2 4s. 4d.	£2 6s. 4d.	£2 6s. 4d.	£2 9s. 7d.	£2 11s. 7d.	£2 11s. 7d.
			Primage Duty			Primage Duty	
	ad val.	10%	10%	10%	10%	10%	10%
24	CIGARS, including the weight of bands and ribbons . . . . . per lb.	£2 0s. 9d.	£2 0s. 9d.	£2 2s. 9d.	£2 6s. 0d.	£2 6s. 0d.	£2 8s. 0d.
			Primage Duty			Primage Duty	
	ad val.	Ex	Ex	10%	Ex	Ex	10%
181	ELECTRICAL ARTICLES, etc.:						
	(E) Radio telegraphic and radio telephonic transmission and reception apparatus; radio broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus radar apparatus and radio remote control apparatus:						
	[(2) (a) Television receivers designed for the reception of signals without line connection, with or without radio broadcast receivers and sound recorders and reproducers, including furniture incorporating such goods, assembled and complete, including partly assembled or incomplete goods which the Minister directs shall be deemed to be assembled and complete:						
	On the receiver less picture tube . . . . . each	£25	£25	£25	(Under new	Various	(2) (a))
	and *ad val.*	27½%	45%	45%		item 181 (E)	
	And on the picture tube] . . . . . each	£6	£6	£6			
	and *ad val.*	..	12½%	12½%			
	(2) (a) *Television receivers designed for the reception of signals without line connection, with or without radio broadcast receivers and sound recorders and reproducers, including furniture incorporating such goods, assembled and complete, including partly assembled or incomplete goods which the Minister directs shall be deemed to be assembled and complete:*						
	On the picture tube . . . . . *ad val.*		Various		Free	12½%	12½%
	On the remainder . . . . . each	(Under former item 181		(E) (2) (a))	£25	£25	£25
	and *ad val.*				27½%	45%	45%
	(J) Thermionic, cold cathode and photo cathode valves and tubes (including vapour or gas filled valves and tubes, cathode ray tubes, television camera tubes and mercury arc rectifying valves and tubes, but not including valves covered by sub-item (I); photocells; mounted transistors and similar mounted devices incorporating semi-conductors; mounted piezo-electric crystals:						
	(1) Cathode ray tubes:						
	[(a) Pictures tubes as used in television receivers] . . . . . each	£6	£6	£6			
	and *ad val.*	..	12½%	12½%	Free	12½%	12½%
	(a) Picture tubes as used in television receivers . . . . . *ad val.*		Various		(Under new	item 181 (J)	(1) (a))
		(Under former item 181		(J) (1) (a))	Free	12½%	12½%

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Excise tariff

Tariff Item	Goods		Former Rate of Duty	New Rate of Duty
6	TOBACCO:			
	(A) Tobacco, hand-made strand:*			
	(1) In the manufacture of which all the tobacco leaf used is Australian-grown	per lb.	17s. 6d.	19s. 6d.
	(2) Otherwise	per lb.	18s. 2d.	£1 0s. 2d.
	*HAND-MADE TOBACCO . 'Hand-made Tobacco' shall mean tobacco in the manufacture of which all operations are entirely carried on by hand without the aid of machine tools or machinery other than that used in the pressing of the tobacco			
	(B) Tobacco, manufactured, n.e.i.:			
	(1) In the manufacture of which all the tobacco leaf used is Australian-grown	per lb.	17s. 9d.	19s. 9d.
	(2) Otherwise	per lb.	18s. 5d.	£1 0s. 5d.
	(C) Tobacco, fine cut suitable for the manufacture of cigarettes:			
	(1) In the manufacture of which all the tobacco leaf used is Australian-grown	per lb.	£1 11s. 2d.	£1 16s. 5d.
	(2) Otherwise	per lb.	£1 11s. 10d.	£1 17s. 1d.
7	CIGARS:			
	(A) Hand-made*	per lb.	£1 2s. 5d.	£1 7s. 7d.
	*HAND-MADE CIGARS . 'Hand-made Cigars' shall mean cigars in the manufacture of which every operation is performed by hand, provided that moulds may be used.			
	(B) Machine-made	per lb.	£1 3s. 5d.	£1 8s. 8d.
8	CIGARETTES, including the weight of the outer portion of each cigarette:			
	(A) Hand-made*	per lb.	£1 11s. 7d.	£1 16s. 10d.
	*HAND-MADE CIGARETTES . 'Hand-made' shall mean that the whole of the operations connected with the filling and completion of cigarettes shall be performed exclusively by hand.			
	(B) N.E.I.	per lb.	£1 11s. 10d.	£1 17s. 1d.
21	CATHODE RAY TUBES (picture tubes) as used in television receiving sets	each	£6 0s. 0d.	Duty removed and item 21 deleted
21	*No item.*			

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given in page vi of April 24 issue.

ARGENTINA

Modifications to import lists

ARGENTINE MINISTRY of Economy Resolution No. 508 of March 5, 1964, modifies as follows the lists attached to Decree No. 5439/59 (as amended by Decree No. 448/64):

Tariff	Item
3660/3	Safety razors – this item is removed from Annex III of Decree No. 448/64.
3660/3	Safety razors excluding spare parts for electric razors and spares, not nickelled, unwrought, for the manufacture of one piece safety razors, ordinary type – this item is included in Annex III of Decree No. 448/64.
3660/3	Spare parts, not nickelled, unwrought, for the manufacture of one piece safety razors, ordinary type – this item is included in Annex II of Decree No. 448/64.

BRAZIL

Revised import regulations

IT HAS BEEN REPORTED by HM Embassy in Rio de Janeiro that the Superintendency of Money and Credit (SUMOC) have issued Instruction No. 275 of August 3, amending the Compulsory Deposit Regulations as follows:

With effect from the date of the Instruction, the compulsory deposit has been reduced to 60 per cent on *all* imports (i.e. both General and Special category).

These deposits will be returned to the importer in the form of Bank of Brazil bills which mature in 180 days and bear no interest.

A new non-returnable levy of 20 per cent is to be charged on all imports.

The compulsory deposit in respect of financial transfers abroad, including income from films, has been reduced from 200 per cent to 100 per cent, but these transactions are now also subject to the levy of 20 per cent.

The regulations governing exemption from the compulsory deposit (governmental and privileged imports, from the Latin American Free Trade Association, 'drawback' facilities, etc.) are unchanged, and these imports are not affected by the 20 per cent levy.

UNITED STATES

New legislation affecting imports of metal scrap

A NOTICE was published in the *Board of Trade Journal* of August 21, 1964, page 418, about legislation affecting imports into the United States of metal scrap. In order to clarify the duty position of the items mentioned, the relevant portion of the Tariff Schedules of the United States affected and which operates until June 29, 1965, is reproduced below:

		Rates of Duty		Effective Period
		1-a	1-b	
	Metal waste and scrap (provided for in Part 2, Schedule 6), except lead, zinc, and tungsten waste and scrap; unwrought metal (except copper, lead, zinc, and tungsten) in the form of pigs, ingots, or billets (a) which are defective or damaged, or have been produced from melted down metal waste and scrap for convenience in handling and transportation without sweetening, alloying, fluxing, or deliberate purifying, and (b) which cannot be commercially used without remanufacture; relaying or rerolling rails; and articles of metal (except articles of lead, of zinc, or of tungsten, and not including metal-bearing materials provided for in Schedule 4 or in Part 1 of Schedule 6 and not including unwrought metal provided for in Part 2 of Schedule 6) to be used in remanufacture by melting:			On or before August 29, 1963.
911.10	Copper waste and scrap	1·7 cents per lb. on 99·6% of copper content	2 cents per lb. on 99·6% of copper content	
911.11	Articles of copper	1·275 cents per lb.	1·5 cents per lb.	
911.12	Other	Free	Free	

Note: The rates in columns 1-a and 1-b apply according to the United States market price of copper.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

JAMAICA

Customs tariff changes

THE JAMAICAN Minister of Finance has approved under Item 38(5) of the Second Schedule to the Jamaican Customs Tariff the duty-free importations of the goods listed below provided they are for use solely in the livestock industry:

Arsanilic acid	Strepcillin F-25
Avi-tab	Tinostat
Histostat	Tristat
3-Nitro powder	Unistat
3-Nitro 20	Vitamin A-10
Nitro-blend	Vitamin A-30
Polystat	

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

BRITISH GUIANA

Customs tariff amendments

THE CUSTOMS DUTIES (Amendment) (No. 2) Order, 1964, amends Part I of the First Schedule to the British Guiana Customs Tariff as follows:

1. By the substitution of the following rates of duty for the items as indicated:

Item No. of Commodity		Rate of Import Duty	
		Preferential Tariff	General Tariff
631-01	Veneer sheets	30%	46%
631-02	Plywood including wood faced with veneer sheets	30%	46%
631-09	Artificial or reconstituted wood in sheets, in blocks, in boards (except fibreboards) or the like (shavings or sawdust agglomerated with natural or artificial resins or with other organic binding substances) and other wood simply shaped or worked, n.e.s.	30%	46%
821-01	Wood furniture and fixtures:		
821-01.1	Chairs (all kinds)	50%	66⅔%
821-01.2	Other	50%	66⅔%
821-02	Metal furniture and fixtures:		
821-02.1	Chairs (all kinds)	50%	66⅔%
821-02.3	Filing cabinets, desks and other office furniture, n.e.s.	50%	66⅔%
821-02.4	Other (including parts, n.e.s.)	50%	66⅔%

2. By the addition of the following new proviso to the provisos at the end of Division 99:

Provided further that chairs (all kinds) to which item 821-01.1 applies, when imported from any source, shall be subject to an additional duty of $5·00 on each chair.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

BARBADOS

Exemptions from import duty

THE BOARD OF TRADE have received a copy of an Order which amends the Second Schedule to the Barbados Customs Tariff (Table of Exemptions from Import Duty) by the insertion of the following new paragraph:

> Machinery, implements and apparatus and all other articles and materials imported by or on behalf of an airline company for the provision of Aeradio services in the Island on the certificate of the resident manager of such airline company that the same are imported exclusively for the provision of such services.

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

ICELAND

Liberalization of imports

THE ICELANDIC MINISTRY of Commerce have announced some further liberalization of imports and have published details of additional goods which it is prohibited to import on credit terms.

Liberalization

As from August 1, 1964, the following items have been added to the list of liberalized commodities.

Customs Tariff Ch. No.	Commodity
ex 19.07.00	Crisp bread and biscuits excluding chocolate coated biscuits.
ex 19.08.00	
20.07.01	Fruit and vegetables juices, unfermented and not containing added sugar, in containers of 50 kilos or more.
43.03.00	Articles of furskins.
48.03.09	Parchment of greaseproof paper and paperboard, and imitations thereof, and glazed transparent paper, in rolls or sheets.
ex 48.09.00	Plastic coated building board of wood pulp or of vegetable fibre.
48.17.00	Box files, letter trays, storage boxes and similar articles, of paper or paperboard of a kind commonly used in offices, shops and the like.
ex 58.01.00	Coir matting.
ex 58.02.00	Plastic floor coverings with velvet surface.
ex 59.04.02	Metal twined ropes.
ex 59.09.09	Oil cloth.
ex 64.01.02–64.01.09	Plastic footwear.
ex 64.02.01–64.02.09	
ex 68.08.00	Wall and floor tiles of asphalt or similar material.
70.03.00	Glass in balls, rods and tubes, unworked (not being optical glass).
70.07.00	Cast, rolled, drawn or blown glass (including flashed or wired glass) cut to shape other than rectangular shape, or bent or otherwise worked (for example, edge worked or engraved), whether or not surface ground or polished; multiple walled insulating glass; leaded lights and the like.
70.09.00	Glass mirrors, unframed, framed or backed.
70.11.00	Glass envelopes (including bulbs and tubes) for electric lamps, electronic valves or the like.
73.35.00	Springs and leaves for springs of iron or steel.
ex 97.01.00	Children's tricycles, models for aeroplanes, ships and automobiles unassembled or semi-manufactured and the like.
97.03.00	

Imports on credit

A full list of goods which it is prohibited to import on credit terms was published in the *Board of Trade Journal* on October 11, 1963 (page 834). An announcement by the Icelandic Ministry of Commerce which appeared in the edition of the *Official Gazette* dated July 8, 1964, added the following items to the list of prohibited goods:

Customs No.	Description
08.01.10–08.13.00	Fruit, fresh and dried.
20.01.00–20.07.09	Products of vegetables, fruit and other parts of plants.
21.04.00	Soups, sauces and other prepared flavourings.
21.05.00	Soups and soup cubes, liquid or solid or in powder form.
21.07.01–21.07.09	Other types of food elsewhere unspecified.
25.23.00	Portland cement, high aluminur cement, slag cement and other hydrolic cement whether or not coloured or in the form of clinker.
33.06.01–33.06.09	Perfume, toilet goods and cosmetics.
34.01.01–34.07.00	Sanitary goods, etc.
36.01.00–36.08.00	Explosives, fireworks and rockets, matches and fuse and highly inflammable material.
37.01.01–37.08.00	Goods for photography and cinematography.
40.08.03	Floor coverings of rubber.
40.13.01–40.13.09	All kinds of clothing including gloves and such of rubber.
42.01.00–42.06.00	Goods of leather, harness, travel goods, handbags, etc., Goods of gut.
43.01.00–43.04.09	Fur and artificial fur and goods thereof.
44.24.00	Household equipment of wood.
44.25.01–44.25.09	Wooden tools, tool bodies, tool handles, broom and brush bodies, and handles boot and shoe lasts and trees, of wood.
44.27.01–44.27.09	Floor lamps, table lamps and other lighting equipment of wood, etc.
46.02.02	Floor mats, carpets, etc., of plaited materials.
46.02.03	Shades of plaited materials.
46.02.09	Other goods of plaited materials elsewhere unspecified.
46.03.09	Goods of plaited materials other than fish baskets and coal baskets.
58.01.00–58.03.00	Carpets and wall tapestries.
59.10.00	Linoleum.
60.02.01–60.02.09	Gloves, mittens and mitts, knitted or crocheted not elastic or rubberized.
60.03.01–60.03.09	Socks, stockings, ankle socks, etc., knitted or crocheted, not elastic or rubberized.
60.04.01–60.04.09	Knitted underwear, not elastic or rubberized.
60.05.00	
61.01.00–61.11.00	Outer clothing and other goods knitted or crocheted not elastic or rubberized. Clothing of spun goods and accessories.
62.01.10–62.01.30	Travel rugs and other such rugs.

Customs No.	Description
62.02.00	Bed linen, table linen, towels, wash cloths and drying cloths, curtains and other spun goods for household use.
64.01.01– 64.04.00 64.06.00	Footwear, leggings, etc., but not footwear parts.
65.03.00– 65.06.09 66.01.00–	Hats and other head coverings.
66.02.00	Umbrellas, sun-shades, walking sticks but not parts or equipment for their manufacture.
68.01.00– 68.16.09 71.01.00–	Articles of stone, plaster of paris, cement, asbestos and similar goods.
71.16.00 73.18.11– 73.38.19	Natural pearls, precious stones and semi-precious stones, precious metals, precious metal plate and goods of other metals, jewellery and decorative goods.
73.38.22 73.38.29	Articles of a kind commonly used for domestic purposes. Builders sanitary ware for indoor use and parts thereof of iron or steel.
74.17.00	Cooking and heating apparatus for domestic purposes not electrically operated and parts thereof of copper.
74.18.00	Other articles for domestic purposes, builders sanitary ware for indoor use and parts thereof of copper.
75.06.02– 75.06.03	Sanitary and household equipment of nickel.
76.15.01– 76.15.09	Articles for domestic and anitary purposes for indoor use and parts thereof of aluminium.
79.06.02– 79.06.03	Sanitary and household ware of zinc.
80.06.02	Household ware of tin.
82.01.01– 82.15.00	Tools, equipment, knives, spoons and forks of base metals and parts thereof.
83.01.00– 83.15.00	Various goods of base metals.
84.41.00	Sewing machines, furniture specially made for sewing machines and sewing machine needles.
84.49.00	Handtools driven by compressed air and handtools with built-in motors, not electric.
84.51.00	Typewriters (though not typewriters combined with calculating machines) and cheque writing machines.
84.52.01– 84.52.09	Calculating machines, book-keeping machines, cash registers, stamp postage franking machines, ticket issuing machines and similar machines incorporating calculating devices.
84.54.01– 84.54.09	Other machines and equipment for office use.
84.58.00	Automatic vending machines (for instance for stamps, cigarettes, chocolate and food), not for amusement or games of chance.
85.05.00	Handtools with built-in electric motors.
87.10.00	Bicycles without motors (including tricycles for transporting goods).
87.13.02	Baby carriages not motorized and parts thereof..
90.05.00	Refracting telescopes (binocular and monocular) prismatic or not.
90.07.00	Photographic cameras, photographic flash light apparatus.
90.08.00	Cinematographic cameras, projectors, sound recording and reproducing apparatus or any combination of these articles.
90.09.00	Image projectors other than cinematographic, photographic enlargers or reducers, except cinematographic.
90.10.00	Apparatus or equipment used in photographic or cinematographic laboratories, not falling under any other number in these chapters. Machinery for taking photographic copies of documents (contact type), spools and cartridges for films, projecting screens.
91.01.00– 91.11.00	Watches and clocks and parts thereof.
92.01.00– 92.13.00	Sound equipment, tape-recorders and sound reproducing equipment and parts and accessories thereof.
93.01.00– 93.07.29	Weapons, ammunition and parts thereof.
94.01.00– 94.04.00	Furniture and parts thereof. Mattresses, bolsters, pillows, etc.
95.01.00– 95.08.00	Moulded or carved articles or goods thereof.
96.01.00– 96.06.00	Sweeping brushes, paint brushes and other brushes, feather dusters, pads and sieves.
97.01.00– 97.06.09 97.07.02 97.08.00	Toys, play equipment and sports goods and parts thereof.

From the date of this announcement it is forbidden to make agreements concerning credit terms on the above goods. Credit arrangements made before that time may hold providing that the goods are customs cleared before September 1 next. The credit period shall begin not later than the arrival of the goods in the country.

This announcement becomes valid immediately. Announcement No. 168 of September 16, 1963, concerning foreign loans and imports on credit terms remains valid.

Hints to business men visiting Switzerland

A REVISED EDITION of the booklet on Switzerland has been published in the series of 'Hints to Business Men'.

British business men who intend visiting this country can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146,) or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

EUROPEAN ECONOMIC COMMUNITY

Imports from non-member countries

NOTICES IN the issues of the *Board of Trade Journal* of March 1, 1963 (page 535), and January 17, 1964 (page 118), related to the products which were the exceptions to the general rules contained in Articles 9 and 10 of the Treaty of Rome concerning Community treatment in the European Economic Community for goods imported from non-member countries on further movement from the original importing Member state to another Member state.

The *Journal Officiel des Communautés Européennes* of August 13, contains a list of products which at July 1, 1964, under authorization of the Commission to take protective measures under Article 115, the Member states named are empowered to refuse Community treatment to products which have originated in third countries when imported from another Member state. The Commission decisions mainly concern products originating in Eastern European countries, Japan and China. For the following items, however, one concerns imports from the United Kingdom and the remainder relate to imports from all third countries.

Tariff Heading	Description of Goods	Origin	Period
Federal Republic of Germany			
ex 24.01	Tobacco leaves not stripped and tobacco waste.	All third countries	Until the entry into force of a market organization for tobacco but not beyond the date of the next move towards the Common Tariff for these products.
France			
09.01 A II	Coffee, roasted . . .	All third countries	Unlimited.
47.01	A. Mechanical and wood pulp, including brown mechanical wood pulp ('semi-chemical pulp'). B. Chemical wood pulp: I. Sulphate of soda. II. Sulphite.	All third countries	Unlimited.
Italy			
29.34 A 38.14 A	Tetraethyl-lead and anti-knock preparations based on tetra-ethyl-lead ('ethyl fluid').	United Kingdom	Unlimited.

Further decisions by the Commission, published in the *Journal Officiel des Communautés Européennes* of August 4, authorizes Italy and Germany not to apply Community treatment to imports of unroasted coffee (Tariff Heading 09.01 A.I.), originating in countries other than the African States and Malagasy and the overseas countries and territories associated with the EEC, from the Benelux countries. The decisions cover the period to the end of the second stage (December 31, 1966).

Tariffs in the EEC

THE *Journal Officiel des Communautés Européennes* of August 7, contains the text of a Decision taken by the Council of the European Economic Community to suspend temporarily the Common Tariff for the following item:

Tariff Heading	Description of Goods	Common Tariff
17.01	Beet and cane sugar, solid . .	Total suspension until September 30, 1964.

Translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.W.1.

Regulation No. 17/64 On the conditions for obtaining aid from the European Agricultural Orientation and Guarantee Fund. Price 1s. 3d.

Regulation No. 22/64 Fixing the additional amount of levy in respect of poultry spines and necks. Price 3d.

FRANCE

Import of cattle for slaughter

THE FRENCH *Journal Officiel* of August 22, announced that imports of live animals of the domestic bovine species (Tariff No. 01-02 A ex II), except calves, originating in and imported from all countries, may be imported until October 31, 1964, under the following conditions:

Global import licences will be granted to the *Fonds d'orientation et de regularisation des marchés agricoles (FORMA), 2, rue Saint-Charles, Paris, 15e.*

Importers should apply to FORMA for import certificates which will be granted within the global licence in accordance with the conditions set out in a notice which may be consulted from August 22, at the *Ministère de l'agriculture, direction des produits, sous-direction du commerce extérieur, 3, rue Barbet-de-Jouy, Paris, 15e,* or at the offices of FORMA.

The period of validity of the import certificates will be endorsed on them, but will not in any case last after October 31, 1964.

The dispositions of the notice to importers published in the *Journal Officiel* of October 23, 1962, details of which were published in the *Board of Trade Journal* dated November 23, 1962, pages 1091-2, are cancelled.

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Liberalization of imports

THE FRENCH *Journal Officiel* of August 14, announced the liberalization of certain goods when imported from and originating in the member countries of the former Organization for European Economic Co-operation, their dependent overseas territories, the United States and Canada. The list of non-liberalized items (List I) published in the *Board of Trade Journal* dated August 14, 1964 (pages 358-360), should be amended by deleting the following items, with effect from September 1, 1964:

Tariff No.	Description
08-01 D (II) (a)	Coconuts.
09-04 A (I)	Pepper, neither crushed nor ground.
09-04 B (I)	Pepper, crushed or ground.
09-10 ex E	Mixtures of spices containing pepper.
15-07 B (I) (b) (1) (aa)	Crude palm oil.
15-07 B (I) (b) (2) (x)	Palm oil, other than crude.
15-07 B (II) (b)	Palm oil, other than for technical or industrial use.

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Liberalization of imports (amendment)

The text of the notice published in the *Board of Trade Journal* of August 14, 1964 (page 359), should be amended, from item 15.07 B(I)(aa) to 15.07 B(II) in the first column on page 359, to read as follows:

Tariff No.	Description
	Not specified:
	Crude oils:
15-07 B (I) (b) (1) (aa)	Palm oil.
15-07 B (I) (b) (1) (bb) (u)	Linseed oil.
15-07 B (I) (b) (1) (bb) (v)	Soya oil.
15-07 B (I) (b) (1) (bb) (x)	Pulza-nut oil.
15-07 B (I) (b) (1) (bb) (y)	Other crude oils.
15-07 B (I) (b) (2)	Other than crude oils.

FEDERAL REPUBLIC OF GERMANY

Deduction of discount for purposes of customs valuation

AN ORDER by the Federal German Minister of Finance dated May 16, 1964, has recently been published dealing with discounts allowed to importers in Western Germany which may be deducted from the value of goods for duty purposes.

An unofficial translation may be obtained from Export Services, Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of August 20, 1964 (*Moniteur Belge* No. 166 of August 27), contains an amendment to the list of goods to be admitted free or at a reduced rate of import duty during 1964 up to an annual quota specified against each item imported from **non-EEC** countries. Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

AMENDMENTS

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced Duty (Per cent)	
		OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)	OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)
ex 73.01 B II b	Haematite pig iron and cast iron containing 1·5% or less by weight of manganese, other, *except* haematite pig iron and cast iron, containing not more than 0·04% by weight of manganese, 0·035% by weight of phosphorus, and 0·03% by weight of sulphur (ECSC products) .	—	17,500*†	—	5

* Quota for the period from February 15, 1964, to December 31, 1964 (inclusive).
† Quota was originally fixed at 13,200 metric tons (a notice referring to this was published in the *Board of Trade Journal* of May 29, 1964, page 1,200).

SPAIN

Opening of global quotas

THE LIST OF SPANISH global quotas for 1964 was published in the *Board of Trade Journal* of February 21, pages 430 and 431.

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		pesetas	
14	Special fertilizers	18,000,000	September 15
15	Varnishes, inks, pigments and similar preparations	10,500,000	September 15
16	Perfumery, toilet and cosmetic preparations	6,600,000	September 15
17	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries, not liberalized and not included in other quotas	33,000,000	September 15
20	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins.	12,000,000	September 15
41	Hardware: nails, bolts, nuts, needles, pins, etc. of iron and steel	6,000,000	September 15
42	Stoves, cookers and heating apparatus, non-electric, of iron or steel	6,000,000	September 15
43	Household and sanitary articles	6,000,000	September 15
52	Refrigerators up to 250 litres	60,000,000	September 15
53	Dumpers	30,000,000	September 15
54	Electric batteries	3,000,000	September 15
55	Radio and television receivers	8,500,000	September 15
56	Radio transmitters and transmitter-receivers	25,000,000	September 15
58	Non-liberalised carbon and graphite parts used for electrical purposes	16,500,000	September 15
61	Buses and parts for their manufacture	33,000,000	September 15
62	Fire-engines and parts for their manufacture	10,000,000	September 15
64	Phonographs, dictaphones and other apparatus for sound recording and reproduction	3,500,000	September 15
65	Sound recordings	3,500,000	September 15

SYRIA

Prohibited imports

THE SYRIAN authorities published two resolutions on August 4 prohibiting the import of shaving creams, dentifrices and shampoos.

The resolutions refer respectively to normal licensed imports and to parcel post shipments or goods brought into the country personally accompanied. In the case of normal imports, shipments for which a licence was obtained, or a letter of credit opened, or which were in transit, before August 4, will be allowed to enter. In the case of parcel post consignments despatch must have been made from the country of origin at least seven days prior to August 4.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

KUWAIT

New agency law

THE *Board of Trade Journal* published on July 31 and August 7, 1964, details concerning the passing of a new agency law in Kuwait. The following is the British Embassy's translation of that law:

'Law to regulate commercial agencies'

Article 1: Commercial agencies in Kuwait can only be conducted by those who have Kuwaiti nationality, either as individuals or as legal entities.

Article 2: In order that the agency may be valid when registered, the agent must be directly connected either with the principal or with his official local representative if it is established that the firm represented does not act as distributor.

(Translator's note: The local representative mentioned is one in the same country as the principal: this provision is to cover manufacturers who do all their marketing through an accredited agent.)

No notice is taken of any unregistered agency nor can any complaints be received about such an agency.

Article 3: Anyone seeking permission, in accordance with the foregoing article, must apply for the registration of the commercial agency in the register kept for the purpose by the Ministry of Commerce, within two months from the date he obtains the agency. As for agencies existing at the time of the promulgation of this Law, application for their registration must be made within two months of the Law's coming into effect.

Article 4: The Ministry of Commerce must reach a decision on applications submitted to it within 15 days of their submission and shall provide the agent, where his application is accepted, with an authorized certificate of registration. The Ministry shall also cause an announcement to be made in the Official Gazette about such application which is accepted, with all relevant details.

Article 5: The Ministry of Commerce may refuse an application for registration, on condition that it states the reasons for refusal and must inform those concerned by sending them a copy of the decision by registered letter.

Anyone whose application is refused may contest the decision before the President of the General Court within a month from the date of his being informed of the refusal and his complaint shall be investigated urgently.

Article 6: Anyone may obtain from the Ministry of Commerce extracts from the Register or where there has been no registration, a certificate to that effect.

Article 7: A duty of KD. 3 will be levied on every application for registration in accordance with the provisions of this draft.

A duty of KD. 1½ will be levied on every application to consult the Register or to amend it or to have an official extract made from it. Cancellations of registration will be exempt from duty.

Article 8: The agent, or his representative, or heirs in the case of his death, or the directors of companies must, where an agency agreement is cancelled or expires, submit to the Ministry of Commerce an application to remove the registration of the agency from the Register and this must be submitted within a month from the date of the termination, death or expiry, the application to be accompanied by supporting documents.

Article 9: A fine of not less than KD. 50 and not more than KD. 500 will be levied on any contravention of the previous Article.

Article 10: Any foreigner who conducts the operations of a commercial agency contrary to the provisions of this law is to be punished by imprisonment for not more than 3 months or a fine of not less than KD. 100, or both. The Clerk of the competent court is responsible for informing the Ministry of Commerce and the Chamber of Commerce and Industry of the penalties as soon as they have been imposed.

Article 11: Without prejudice to the application of heavier penalties provided for by another law, anyone who knowingly submits to the Ministry of Commerce or any other official source untrue statements whether they are connected with the registration of an agency or its endorsement, is punishable by imprisonment for not more than a month and a fine of between KD. 50 and KD. 500 or one or both of these penalties. The court may on its own initiative order the correction of such statements according to circumstances and within time limits which it lays down.

Article 12: The penalties in the foregoing article are applicable to anyone who in correspondence or in any kind of publication relevant to his commercial activities states that he is the agent for a merchant or a company or an agent for the disposal, sale or distribution of any goods or property or products or manufacturers or of commercial materials when he does not possess this quality and is not registered in the Registry of the Ministry of Commerce.

Article 13: The Ministry of Commerce shall issue the executive decisions and regulations necessary for this law.

Article 14: The delegates of the Ministry of Commerce concerned with this law shall have the authority of judicial officers.

The Public Prosecutor's office shall carry out investigations into crimes committed in violation of the provisions of this law.

Article 15: The Ministry of Commerce and Justice, in their respective fields, are charged with the execution of this law, which comes into force on the date of its publication in the Official Gazette.

All inquiries regarding this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference CRE 292/64.

REPUBLIC OF SOMALIA

Commercial representatives

COMPANIES ARE REMINDED that, until such time as diplomatic relations may be resumed, HM Government is unable to maintain commercial representatives in the Somali Republic. The United States Embassy in Mogadishu is prepared to assist in dealing with trade complaints but cannot undertake to reply to requests for commercial information including the recommendation of suitable agents. Any inquiries arising from this notice should be addressed to: Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2358).

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF APPLICATION List No. 376 published in the Republic of South Africa Government *Gazette* of August 28, states that the Board of Trade and Industries have received the following applications affecting the Republic's Customs Tariff:

(1) for increases in duty on filament yarns containing more than 50 per cent. by weight:
   (a) of rayon or cellulose acetate or mixtures thereof and of a tenacity of 5 grams per denier and higher for industrial use, from 5 per cent to 15 per cent *ad valorem*, and
   (b) of man-made fibres other than rayon or cellulose acetate or mixtures thereof of a tenacity of 6 grams per denier and higher for industrial use, from 5 per cent. to 15 per cent. (Intermediate Column) and from 10 per cent. to 20 per cent. (Maximum Column).

Advice has also been received of the following application affecting the Republic's Customs Tariff:

(2) for the withdrawal of rebate facilities on: woven polynosic mercerised resin finished rayon poplins listed under Tariff items 491(1)(A)(XXIII), 493(2), 507(6)(B) and 507(9).

Where British trade organizations are thought to be interested in items 1(a) and 1(b) they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. It is expected that South African industries at present enjoying the rebate mentioned in item (2) will submit evidence in favour of their retention. If, however, any firm desires to make independent representations to the South African authorities on the applications mentioned in items 1(a) and 1(b) and requires further information it should address its inquiry to the Commercial Relations and

(Continued on next page)

REPUBLIC OF SOUTH AFRICA, *continued*

Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 11711/64. Any British interests affected by the application mentioned in item 2, who consider that they have evidence on the matter not likely to be available to the South African authorities, should communicate with the Board of Trade at the address given above, quoting reference CRE 11708/64.

SIERRA LEONE

Revised customs tariff

THE SIERRA LEONE Customs Tariff (Amendment) (No. 5) Order, 1964, published in a Supplement to the Sierra Leone *Gazette* on July 23, 1964, revokes, with effect from that date, the First Schedule to the Customs Tariff Act and replaces it by the following:

THE FIRST SCHEDULE

IMPORT DUTIES

Item No.	Goods	Unit	Preferential Tariff	General Tariff
1	Aerated and mineral waters	Imp. gal.	Le 0·15	Le 0·20
2	Aircraft, etc.:			
	(a) Aircraft and accessories and parts thereof		1¼% *ad val.*	2½% *ad val.*
	(b) Instruments, lighting apparatus and equipment and ground signs imported solely for use on landing places for aircraft for assistance in air navigation		1¼% *ad val.*	2½% *ad val.*
3	Apparel:			
	(a) Cardigans, jerseys, pullovers and shirts	each	Le 0·18 or 28½% *ad val.* whichever is higher.	Le 0·20 or 32½% *ad val.* whichever is higher.
	(b) Singlets, chemises, undervests and similar garments	each	Le 0·06 or 28½% *ad val.* whichever is higher.	Le 0·08 or 32½% *ad val.* whichever is higher.
	(c) Discarded clothing accepted as such by the Comptroller of Customs and Excise	lb.	Le 0·25	Le 0·25
3A	Arms of all types including firearms and air guns and ammunition		36¼% *ad val.*	40% *ad val.*
4	Asphalt:			
	(a) Pitch	lb.	Le 0·001/5th	Le 0·002/5ths
	(b) Tar	Imp. gal.	Le 0·02	Le 0·03
5	Bags for use in the exportation of West African produce	1,000 lb. net	Le 5·25	Le 7·00
6	Beer, ale, stout and porter	Imp. gal.	Le 1·66	Le 1·75
7	Bicycles and tricycles		6¼% *ad val.*	7½% *ad val.*
7A	Biscuits (sweet) and bakery products		31¼% *ad val.*	32½% *ad val.*
8	Broadcast receivers, excluding batteries		16¼% *ad val.*	17½% *ad val.*
8A	Builders' woodwork:			
	Panel doors		36¼% *ad val.*	40% *ad val.*
8B	Building materials:			
	(i) Nails, excluding roofing nails	cwt.	Le 2·50 or 32½% *ad val.* whichever is higher.	Le 2·50 or 32½% *ad val.* whichever is higher.
	(ii) Lumber, i.e. timber roughly sawn but not otherwise worked	cu. ft.	Le 0·25 or 20% *ad val.* whichever is higher.	Le 0·25 or 20% *ad val.* whichever is higher.
9	Candles, night lights, and tapers	100 lb.	Le 1·25	Le 1·50
10	Carriages, carts and wagons:			
	(a) Motor cars (including dual purpose vehicles such as station wagons and kit cars), motor cycles and trailers for use with motor cycles, including accessories, tools and implements (but not spare parts) imported with such motor cars, motor cycles and trailers and included in the purchase price of the same		15% *ad val.*	20% *ad val.*
	(b) Motor vehicles (except motor cars and motor cycles) and trailers (except trailers for use with motor cycles), including accessories, tools and implements (but not spare parts) imported with such motor vehicles and trailers and included in the purchase price of the same		10% *ad val.*	15% *ad val.*
	(c) Parts and accessories for vehicles		17½% *ad val.*	20% *ad val.*
10A	Cement	ton	Le 3·00 or 20% *ad val.* whichever is higher.	Le 3·00 or 20% *ad val.* whichever is higher.
11	Cider and perry	Imp. gal.	Le 0·70	Le 0·80
12	Cinematograph films	100 ft.	Le 0·18	Le 0·20
	Provided that no Customs duty shall be charged on the importation into Sierra Leone of:			
	(a) any cinematograph film, slide, or sound recording of an educational, cultural or scientific character, which is certified by the Board of Control appointed under the Cinematograph Exhibitions Ordinance to be of such character, or			
	(b) any cinematograph film (with or without sound track, and whether imported in negative form, exposed and developed, or in positive form printed and developed) depicting recent events and imported by an educational, cultural or scientific organization approved by the Board of Control appointed under the Cinematograph Exhibitions Ordinance.			
12A	Concentrates and essences which in the opinion of the Comptroller of Customs are imported for the purpose of manufacturing non-alcoholic beverages:			
	(a) alcoholic concentrates and essences	lb.	Le 6·00	Le 6·00
	(b) non-alcoholic concentrates and essences	lb.	Le 3·20	Le 3·20
	Provided that any person may by notice in writing to the Comptroller and with his consent exercise an irrevocable option to pay duty under item 13A, 37 (a) and 46 in respect of crown corks used in the bottling of non-alcoholic beverages and of concentrates used in the manufacture of such beverages, and thereupon such person shall not be required to pay duty under this item.			
13	Confectionery		40½% *ad val.*	45% *ad val.*
13A	Crown corks which in the opinion of the Comptroller of Customs are imported for the purpose of bottling non-alcoholic beverages	gross corks	Le 1·20	Le 1·20
	Provided that any person may by notice in writing to the Comptroller of Customs and with his consent exercise an irrevocable option to pay duty under item 12A and thereupon shall not be required to pay duty under this item on crown corks used for the bottling of non-alcoholic beverages made from concentrates and essences charged with duty under that item.			
14	Cordage and twine		6¼% *ad val.*	7½% *ad val.*
14A	Dynamite and cognate substance for mining purposes, but excluding gunpowder	lb.	Le 0·02	Le 0·02
14B	Eggs, fresh	dozen	Le 0·15	Le 0·15
14C	Footwear – Plastic sandals	pair	Le 0·18 or 28½% *ad val.* whichever is higher	Le 0·20 or 32½% *ad val.* whichever is higher
14D	Fireworks		31¼% *ad val.*	35% *ad val.*
14E	Furniture (wooden)		46¼% *ad val.*	50% *ad val.*
15	Grease	100 lb.	Le 1·25	Le 1·50
16	Gunpowder	lb.	Le 0·20	Le 0·20
17	Holloware, domestic, of base metals		13½% *ad val.*	15% *ad val.*
18	Implements and tools (excluding kitchen utensils):			
	(a) Agricultural and horticultural		1½% *ad val.*	2½% *ad val.*
	(b) Artisans and labourers		1½% *ad val.*	2½% *ad val.*
18A	Jewellery, including imitation jewellery		41½% *ad val.*	45% *ad val.*
19	Lamps and lanterns (excluding electric) and parts thereof		17½% *ad val.*	20% *ad val.*
20	Machinery, plant and equipment as specified:			
	(a) Electric lighting and power for industrial purposes		1½% *ad val.*	2½% *ad val.*
	(b) Marine		6¼% *ad val.*	7½% *ad val*
	(c) Mining and gold dredging; special duty vehicles such as dumpers exclusively for mining and accepted as such by the Comptroller of Customs and Excise		1½% *ad val.*	2½% *ad val.*
	(d) Other industrial and manufacturing		1½% *ad val.*	2½% *ad val.*
	(e) Railway, tramway and rolling stock (as the last term is defined under section 2 of the Marampa Railway and Harbour Works Construction Ordinance (Cap. 136) not particularly exempted in the Second Schedule)		1½% *ad val.*	2½% *ad val.*
	(f) Water boring		1½% *ad val.*	2½% *ad val.*
	(g) (i) Accessories, appliances and parts which the Comptroller of Customs and Excise is satisfied are for use exclusively with any machinery, plant and equipment detailed above, excluding marine		4% *ad val.*	8% *ad val.*
	(ii) Accessories, appliances and parts which the Comptroller of Customs and Excise is satisfied are for use exclusively with any marine machinery, plant and equipment		6% *ad val.*	12% *ad val.*
	NOTES:			
	(i) The term 'machinery' means machines consisting of a combination of moving parts and mechanical elements which may be put in motion by physical or mechanical force, admitted as such by the Comptroller of Customs.			

Item No.	Goods	Unit	Preferential Tariff	General Tariff
	(ii) The term 'plant' means the prefabricated fixtures, but not including buildings, admitted as such by the Comptroller of Customs.			
21	Manures of all kinds, insecticides, fungicides, vermin killers and disinfectants; and all other substances which the Comptroller of Customs is satisfied are imported exclusively for use as manures or as remedies for diseases of, or preventives of insect attacks on, plants and animals		1½% *ad val.*	2½% *ad val.*
22	Matches in boxes containing 80 matches or less. (Matches in boxes containing a greater quantity than 80 matches each to be charged in proportion)	Gross boxes	Le 0·80	Le 0·85
	NOTE: For the purpose of this item 4 books of matches shall be regarded as a box provided each book contains more than 20 matches.			
23	Mosquito netting, including mosquito nets, made up of mesh not larger than 12 by 12 to the square inch; and mosquito proof gauze, made up of mesh not larger than 18 by 18 to the square inch		1½% *ad val.*	2½% *ad val.*
24	Musical instruments:			
	(a) Radiograms, pick-ups, gramophones and gramophone records		40% *ad val.*	45% *ad val.*
	(b) Other, excluding broadcast receivers		35% *ad val.*	40% *ad val.*
25	—	—	—	—
25A	Newsprint	ton	Le 1·00	Le 2·00
26	Oil:			
	(a) Fuel	Imp. gal.	Le 0·15	Le 0·15
	(b) Illuminating	Imp. gal. at 80° F.	Le 0·10	Le 0·10
	(c) Lubricating	Imp. gal.	Le 0·10	Le 0·10
	(d) Motor spirits	Imp. gal. at 80° F.	Le 0·20	Le 0·20
26A	Optical instruments and apparatus: projectors, cameras, binoculars, telescopes, photo and cinema apparatus		36½% *ad val.*	40% *ad val.*
27	Painters' colours and materials:			
	(a) Paints		40% *ad val.*	40% *ad val.*
	(b) Colours, paint oils, polishes, lacquers, liquid dryers and varnishes		8½% *ad val.*	10% *ad val.*
	(c) Creosote, solignum and other wood preservatives and preparations for water proofing; turpentine, substitutes therefor and thinners		6½% *ad val.*	7½% *ad val.*
28	Perfumery, cosmetics and toilet preparations (not including dentifrices, mouth washes, toilet soaps or articles liable to duty as spirits)		55% *ad val.*	60% *ad val.*
29	Piece-goods:			
	(a) Of cotton:			
	(1) Bleached	sq. yds. 100	Le 4·58	Le 5·00
	(2) Coloured, dyed or printed	sq. yds. 100	Le 5·83	Le 6·67
	(3) Grey excluding American grey commonly known as tent cloth	sq. yds. 100	Le 3·75	Le 4·17
	(4) Velveteen and other pile fabrics		23½% *ad val.*	27½% *ad val.*
	(5) Interlock fabric	100 lb.	Le 3·75	Le 4·17
	(6) Fents	100 lb.	Le 17·50	Le 20·00
	(7) American grey commonly known as tent cloth	sq. yds. 100	Le 2·08	Le 2·50
	(b) Of artificial silk or natural silk:			
	(1) Excluding fents		29% *ad val.* or Le 5·83 per 100 sq. yds. whichever is higher	33⅓% *ad val.* or Le 6·67 per 100 sq. yds. whichever is higher
	(2) Fents		29% *ad val.* or Le 17·50 per 100 lb. Whichever is higher	33⅓% *ad val.* or Le 20·00 per 100 lb. Whichever is higher
	NOTE: Artificial silk shall include rayon and other synthetic fibres.			
	(c) Of Wool		23½% *ad val.*	27½% *ad val.*
30	Printing machines, parts and appliances, printing ink and printing materials (except printing paper), admitted as such by the Comptroller of Customs		1½% *ad val.*	2½% *ad val.*
31	—	—	—	—
32	Rubber tyres for vehicles, including inner tubes, and rubber and rubber compounds used in the retreading of tyres		8½% *ad val.*	10% *ad val.*
33	Salt, common, excluding table	cwt.	Le 0·13	Le 0·15
34	—	—	—	—
35	Sewing machines		12½% *ad val.*	15% *ad val.*
36	Soap:			
	(a) Toilet		28½% *ad val.*	32½% *ad val.*
	(b) Other		17½% *ad val.*	20% *ad val.*
37	Spirits:			
	(a) Whisky, brandy, gin, rum, and other potable spirits but not including medicinal preparations	Imp. gal.	Le 14·43	Le 14·55
	(b) —	—	—	—
	(c) Medicinal preparations containing more than 10% of pure alcohol and not specifically exempted under the Second Schedule		Le 5·73	Le 5·85
	(d) Methylated spirit when the Comptroller of Customs is satisfied that the spirit is intended solely for industrial, medical or scientific purposes and not intended for sale	Imp. gal.	Le 0·11	Le 0·13
	(e) Methylated spirit, other	Imp. gal.	Le 5·66	Le 5·72
	(f) Perfumed toilet preparations, washes and dentifrices	Imp. gal.	Le 7·84 or 55% *ad val.* whichever is higher	Le 8·68 or 60% *ad val.* whichever is higher
	(g) Other non-potable spirits	Imp. gal.	Le 0·11	Le 0·13
	NOTE: Any liquor containing not more than 1% of pure alcohol shall be deemed to be non-alcoholic.			
38	Sugar	cwt.	Le 1·87	Le 1·87
38A	Tiles – concrete, for floors		36½% *ad val.*	40% *ad val.*
39	Tobacco:			
	(a) Unmanufactured	lb.	Le 0·40	Le 0·40
	(b) Manufactured:			
	(1) Cigars	lb.	Le 1·55	Le 1·55
	(2) Cigarettes:			
	(i) Manufactured in the Territories listed in the Fifth Schedule from listed territories grown tobacco	lb.	Le 3·00	
	(ii) Manufactured in the Territories listed in the Fifth Schedule from foreign tobacco	lb.	Le 3·10	
	(iii) Manufactured in foreign countries	lb.		Le 3·20
	Provided that with respect to cigarettes manufactured in the Territories listed in the Fifth Schedule which contain a blend of listed Territories and foreign tobacco the duty thereon shall be at a rate proportioned to the percentage of each tobacco, the percentage of listed Territories and foreign tobacco being charged respectively at the rates under (i) and (ii).			
	(3) Snuff	lb.	Le 1·04	Le 1·09
	(4) Other manufactured tobacco:			
	(i) Manufactured in the Territories listed in the Fifth Schedule from listed Territories grown tobacco	lb.	Le 1·45	
	(ii) Manufactured in the Territories listed in the Fifth Schedule from foreign tobacco	lb.	Le 1·50	
	(iii) Manufactured in foreign countries	lb.		Le 1·60
	Provided that with respect to tobacco manufactured in the territories listed in the Fifth Schedule which contains a blend of Listed Territories and foreign tobacco, the duty thereon shall be at a rate proportioned to the percentage of each tobacco, the percentage of Listed Territories and foreign grown tobacco being charged respectively at the rates under (i) and (ii).			
40	Umbrellas and parasols	each	Le 0·60 or 28½% *ad val.* whichever is higher	Le 0·60 or 32½% *ad val.* whichever is higher
41	Vessels, including lighters, boats, canoes, trawlers and steam and other launches, imported with their necessary fittings and tackle such as masts, oars, sails, anchors, chains, and fishing nets and gear therefor. Materials for use in the construction or repair of all such vessels when admitted as such by the Comptroller of Customs		6½% *ad val.*	7½% *ad val.*
42	Water tanks and vats and ready-made spare parts		1½% *ad val.*	2½% *ad val.*
43	Wines:			
	(a) Sparkling	Imp. gal.	Le 6·30	Le 7·00
	(b) Still	Imp. gal.	Le 2·40	Le 2·60
44	—	—	—	—
45	Yarn:			
	(a) Of artificial silk or natural silk	lb.	Le 0·04	Le 0·05
	(b) Of cotton	lb.	Le 0·04	Le 0·05
	(c) Of wool	lb.	Le 0·13	Le 0·15
	NOTE: For the purpose of this item the term 'yarn' shall not include yarns and threads for sewing, crocheting and embroidering.			
46	All edibles, groceries, provisions, condiments and other articles ordinarily used as food for human consumption not in this Schedule particularly enumerated or in the Second Schedule particularly exempted		11½% *ad val.*	12½% *ad val.*
47	All other articles not in this Schedule particularly enumerated or in the Second Schedule particularly exempted		28½% *ad val.*	32½% *ad val.*

The Second Schedule (Table of exemptions from Import Duty) is amended by the same Order, to read:

37A. Gift parcels up to two hundred Leones in value imported for charitable purposes by Charitable Institutions passed as such by the Social Development Officer and to be distributed under arrangements approved by him.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

CEYLON

Imports of infant and invalid foods

THE BRITISH TRADE COMMISSIONER in Colombo has reported by cable that under Import Control Notice No. 17/64 infant and invalid foods have been removed from Open General Licence and are now subject to import licensing. Quantitative restrictions have not been imposed but it is thought here that these items will be licensed only if they are considered essential.

Ceylonisation of trade

IMPORT AND EXPORT Control Trade Notice No. 19 issued by the Ceylon Controller of Imports and Exports on August 14 and which gives notice of the proposed amendment of the Scheme of Registration of Ceylonese Traders is reproduced in full as follows:

It is proposed to amend the Scheme of Registration of Ceylonese Traders (as set out in Import Control Notice No. 15/53 dated May 25, 1953) on the following lines:—

A. In the case of an individual (trading in his own name or under a business name):
   (i) He should be a citizen of Ceylon;
   (ii) All the staff employed should be Citizens of Ceylon; (exceptions may however be made in the case of non-nationals whose employment in Ceylon has been approved by the Controller of Immigration and Emigration);
   (iii) He should not be an employee, partner, director, or have any interest, direct or indirect, in any non-national individual, firm or Company.

B. In the case of a Firm —
   (i) All the partners should be Citizens of Ceylon;
   (ii) All the staff employed should be Citizens of Ceylon; (exceptions may however be made in the case of non-nationals whose employment in Ceylon has been approved by the Controller of Immigration and Emigration;
   (iii) None of the partners should be an employee, partner, director, or have any interest, direct or indirect, in any non-national individual dual, firm or Company.

C. In the case of Companies —
   (i) Majority of the directors should be Citizens of Ceylon;
   (ii) All the staff employed should be Citizens of Ceylon; (exceptions may however be made in the case of non-nationals whose employment in Ceylon has been approved by the Controller of Immigration and Emigration);
   (iii) None of the directors should be an employee, partners, director, or have an interest, direct or indirect, in any non-national individual, firm or Company;
   (iv) The Company should be incorporated in Ceylon under the Companies Ordinance and shares quoted in the local share market;
   (v) Not less than 51 per cent of the effective share capital should be held by Citizens of Ceylon.

Further particulars relating to the form of application and the Scheme of Registration will be announced in the Government Gazette in due course.

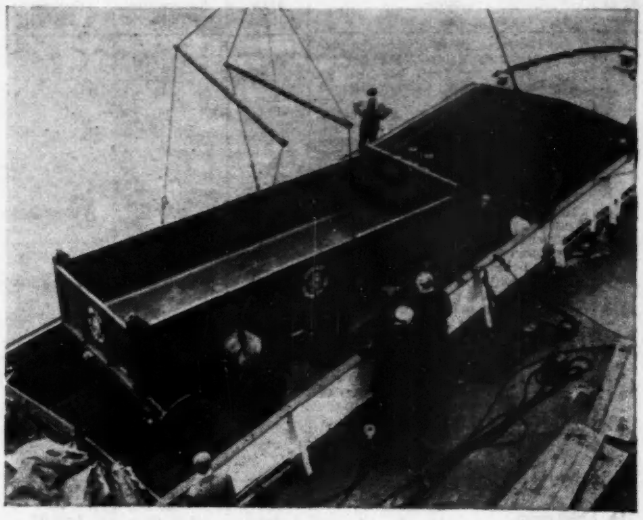
Imports of milk and milk products

THE BRITISH TRADE COMMISSIONER in Colombo has reported by cable that milk and milk products have been removed from the Open General Licence and are now subject to import licensing. Full cream milk, powdered milk and butter will be subject to quota restrictions, but there will be no quantitative restrictions on condensed milk, malted milk and other dairy products. (It is assumed here that both categories of goods will be licensed only if considered essential.) Consignments shipped on or before August 25 will be admitted without a licence.

Imports of drugs

THE BOARD OF TRADE have received a copy of Import Control Notice No. 11/64 issued by the Ceylon Controller of Imports and Exports on July 9, 1964. The notice contains the following list of drugs which have been removed from the list of drugs approved by the Hospitals Formulary Committee for unlicensed import and they are now subject to individual import licences:

Sulphur (Nellikka Gendagam).
Potassium Nitrate (Vedi Lunu).
Mercury (Rasadiya).
Gum Arabic .
rtm 'Oralbilix' (Proprietary drugs).



One of three semi-trailers manufactured by Hands (Letchworth) Ltd., being loaded for export to Greece. The customer is Pro-Kat, a firm specializing in the design, manufacture and building of prefabricated houses, for whom the equipment was specially designed. The unit shown is a Hands UTSK20 tipping semi-trailer with a steel body of 15-16 cu. m. capacity. The other units are Hands UTLL drop-frame semi-trailers for moving heavy plant and machinery up to 25 tons capacity.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Imports of veterinary drugs

IMPORT CONTROL NOTICE No. 12/64 issued on July 11 contains a list of veterinary drugs which may now be imported into Ceylon without an individual import licence. A copy of the notice may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Imports of pig meat and pig preparations

IMPORT CONTROL NOTICE No. 13/64 issued on July 30 informed Ceylon importers that imports of pig meat and pig preparations from any source are now subject to individual import licence.

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NUFLOOR LTD. BASILDON ESSEX—Telephone Basildon 20201
COMMANDO/BANTAM/EDGER . . . please write for details
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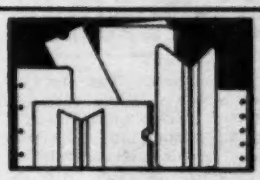

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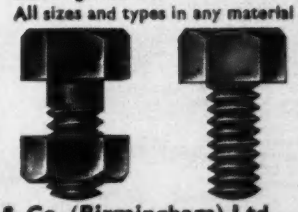

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SECOND-HAND PLANT AND MACHINERY EXPORTERS, Excavators, Tractors, Cranes, Compressors, Quarry Plant, Electric Motors, Contractors and Engineers' plant of all descriptions. Walker & Partners Ltd., 23 Claremont Crescent, Sheffield 10. Phone 62428-9.

"FLASH" Carton Case Opener. The Opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Box Strapping Equipment, Acme Steel Strapping Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308.

TRANSLATIONS, TRANSLATIONS! *Technical* Translations particularly: TRANSLAGENCY (All Languages) LTD., 4, Norland Square, W.11. Park 3333. Telex 261376.

62·5 KVA DIESEL ALTERNATOR SETS. Brand new. 6-cyl. Dorman engines direct coupled Crompton self-regulating alternators. 400-230 volts 3 phase 50 cycles at 1,000 r.p.m. Sheet steel canopy enclosed with radiator cooling, electric starting, luboil and overheating protection devices. All accessories. Packed in maker's waterproof cases. Few left. Immediate delivery. Dawson-Keith Ltd., Dept. B, Hillview Road, Sutton, Surrey. Fairlands 4401.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of runners and regrooved tyres and new remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

PRINTING. Dutch company with letterpress (monotype setting), offset, own bindery and design studio; fully equipped for the printing of almost all printed matter, is interested in export to G.B. Very good service and competitive prices. For further information write to Box No. S5932, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel.: Hayle 3213. Telex 45286.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 31 Villiers Street, Strand, W.C.2. Tel.: Trafalgar 5213.

MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya have announced that subject to representations made in writing to the Minister of Commerce and Industry before September 25, it is proposed to declare the following industry and products to be pioneer industry and pioneer products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958.

Industry	Products
Motor vehicle parts and accessories manufacture	(i) parts for assembly into the suspension and steering system (ii) parts for assembly into the power-unit (iii) parts for assembly into the brake system (iv) parts for assembly into transmission system (v) accessories.

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years depending on the amount of capital investment in Malaya. All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

MALAYSIA (SINGAPORE)

Import restrictions

AT THE TIME of going to press, the licensing position for goods entering Singapore is fluid. Interested traders are advised to keep in touch, preferably by telephone, with the Board of Trade, Commercial Relations and Export Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2642).

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Do you ship to U.S.A., to the South-East or Middle-West? Do you have shipments from these important areas? Then we recommend the direct route via the Georgia Ports SAVANNAH or BRUNSWICK — 13 States of U.S.A. come closer, with 5 major railroads and over 50 truck lines serving the Georgia Ports.

For further information concerning the Georgia Ports and their hinterland, contact the Man from Georgia, Laurence W. Magrath, your personal consultant.

GEORGIA PORTS AUTHORITY

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